Board of Trade Journal

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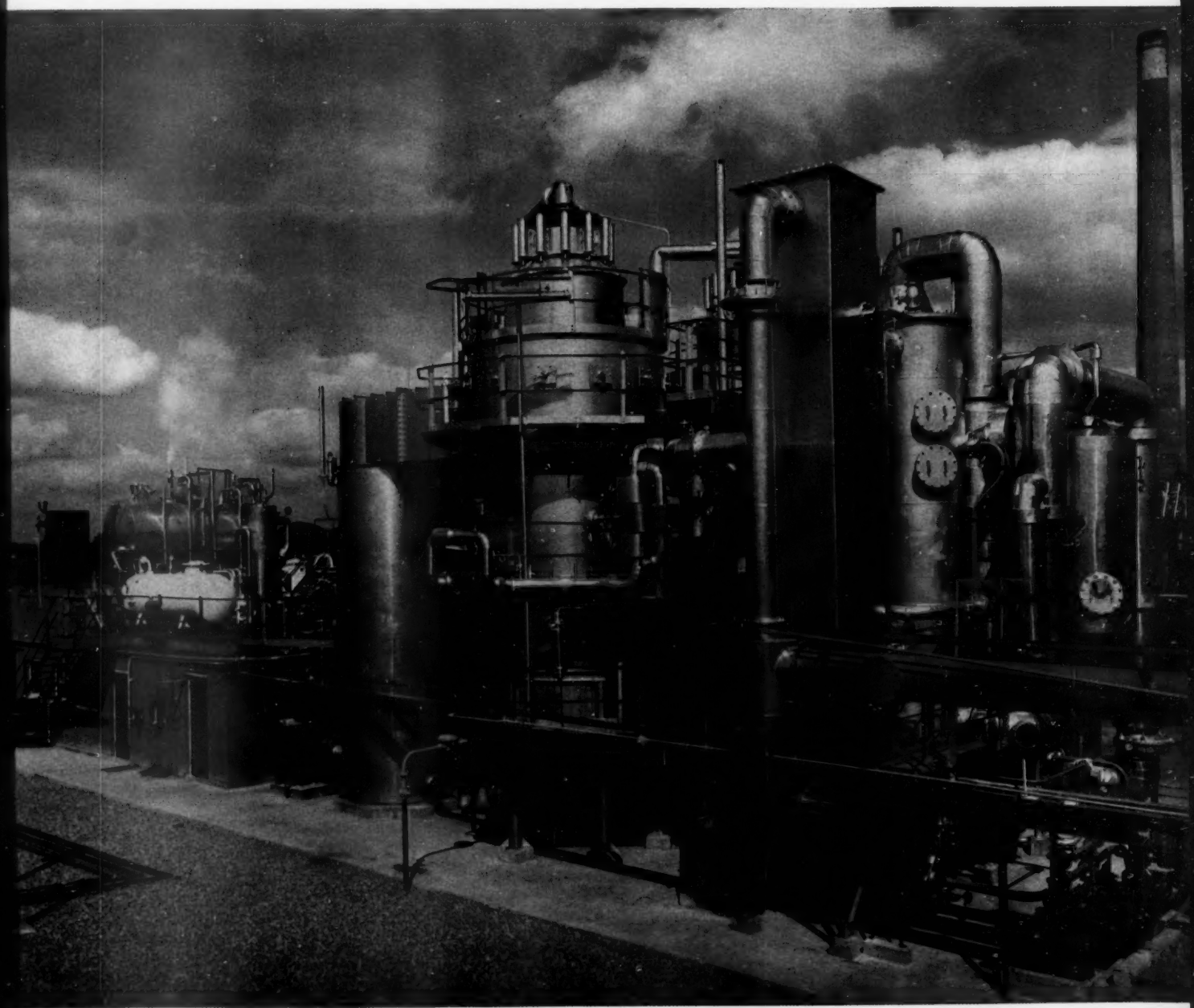

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Helping Leeds exporters

By S. J. Batchelder, Secretary, Leeds Incorporated Chamber of Commerce

This is the second of a series of articles outlining the services provided by the main Chambers of Commerce. The first article on the London Chamber of Commerce was published on August 9.

'IT IS GOOD to spread trade into new markets and thus also to spread our risks.' This sentence taken from a memorandum submitted to the Privy Council in 1789 by the Leeds Chamber of Commerce well illustrates the traditional interest of Leeds in the export trade, which is today stronger than ever before with something in the neighbourhood of six hundred firms engaged in selling overseas. Nor is it surprising, in view of this long concern of its members with markets throughout the world, that a considerable part of the Chamber's day-to-day work and of the working documentation in its records is devoted to export matters. The Chamber's approach to export advice has to be eminently practical and is based upon what experience has proved to be essential to meet the demands made upon it by the members.

Since the Chamber's services are tailored to meet the needs of the members, it is desirable to define the character of member firms. Perhaps the most striking feature of the local industrial and commercial community is the extreme diversity of business activity. As long as a hundred years ago other trades were beginning to be as important as the manufacture of wool textiles, and today the two principal industrial activities are wholesale clothing and engineering, followed at a considerable distance from the point of view of numbers employed by wool cloth manufacture, printing, leather, furniture, chemicals and food and drink. In addition there are a hundred or two specialized firms. The second characteristic of Leeds industry is the comparatively small size of the individual units: in the membership of the Chamber there are only sixteen businesses employing more than a thousand persons, and fourteen hundred of the eighteen hundred members of all types employ less than one hundred persons apiece.

The Chamber's export services

This means that the Chamber's export services have to be designed to cover a wide diversity of products and to meet the varying requirements of all sizes and types of firm. The problem is intensified by the fact that there are a number of smaller towns in the immediate vicinity of Leeds, again with basically differing industries, all of which look directly to the Leeds Chamber, or indirectly through their own chambers of commerce, for the export assistance which the Leeds Chamber sets out to give and which cannot in the nature of things be provided by smaller chambers.

To meet these needs the Leeds Chamber keeps a comprehensive selection of records and reference books and papers bearing on all aspects of exporting, all of which are available for consultation by interested parties. Additional information is sought through other chambers of commerce, Government Departments and other sources, all of whom co-operate most generously with the Leeds Chamber. In addition the monthly circular sent to members, and to members of associated chambers as well, contains a special sheet devoted to export and import information, which includes notes on business opportunities and digests of other items of immediate concern to exporters, while *The Leeds Journal* published monthly by the Chamber and circulated to members and subscribers is used for more detailed studies of export markets and the provision of more comprehensive export information.

Nor is the activity of the Chamber restricted to visible exports. Members seek advice on obtaining various forms of finance for export or development and the Chamber has established contacts through which assistance can often be given. An increasing field of work lies in help in arranging the sale of 'know-how', and guidance is often given on the setting up of subsidiary companies in various overseas markets. Indeed, many accountant and legal members of the Chamber appear to turn first to the Chamber for information on foreign company and taxation law. Firms sending staff overseas as representatives or fitters often seek help in regard to local conditions, prices, living standards and other factors of importance to the people concerned. Interest is also shown in developments in transport, particularly in the use of containers and packing materials. In brief, the Chamber attempts to provide an information service covering all possible aspects of the export trade and when there is no information in its records the Chamber will go to all practicable lengths to obtain it.

A new service for exporters

Recently, following upon devaluation and the need to expand the export trade still further, the Leeds Chamber has offered to its own members and to members of its associated Chambers a new service designed to help firms with little or no experience of the export trade to engage in exporting either directly or indirectly. Briefly, the purpose of the service is to show the firms what they have to do when they embark on exporting, how they may overcome the problems involved and the steps that are necessary to prevent them either getting into trouble themselves or doing damage to already established exporters in a market. In particular, an attempt is made to initiate the firm into the simplest elements of market research. This can be a time-consuming exercise. The first step is to ask the firm to fill in a simple basic questionnaire which is studied within the Chamber. After any doubtful points have been clarified and some preliminary investigation made by the Chamber's staff, a representative of the firm is called in to discuss and go through a further form of questionnaire which is designed to throw up possible markets for the product for more detailed investigation.

At this stage, it is usually possible to work out what further steps the firm itself should take to prepare for entering export markets, while the Chamber undertakes additional investigations. Once the firm has agreed with the Chamber upon the specific markets to be investigated, the firm is given a number of related points to study and develop on its own, while the Chamber con-

(*Continued on page* 633)

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tinues with its share of the task by seeking help from the Export Services Branch of the Board of Trade or the British Export Houses Association or its own contacts overseas, all of whom actively assist the Chamber in establishing satisfactory channels of trade. Finally, when the exercise has been brought to fruition, there is a final run-through to ensure that the firm has taken everything into account and that the business can proceed without further trouble.

This basic market research carried out jointly by the exporter and the Chamber is also available to established exporters wishing to enter fresh markets or to export new products. The problem here is rather different because the Chamber is dealing with a firm with knowledge of export procedures and hazards but, in general, the Chamber believes that too many firms are put off by the jargon attaching to market research, whereas they can easily be shown that it is largely little more than an exercise in common sense based on ascertainable facts and figures.

As a supplement to these basic services the Chamber, through its membership of the Institute of Linguists and its other contacts, is able to provide the necessary translations of documents and, when foreign visitors come to a works in Leeds, the services of interpreters, while it sponsors locally courses and examinations for the London and Birmingham Chambers' foreign language certificates. The Leeds Chamber is also the only Chamber east of the Pennines in the area from the southern boundary of the West Riding to the Scottish border which participates in the ATA Carnet system for taking samples and tools of the trade through customs barriers without payment of duty.

Nor does the Chamber undervalue the importance of import substitution as an alternative to exporting. In a number of cases, when a firm has approached the Chamber for advice on exporting, investigation has shown that a concentration on sales in the home market in substitution of imported goods might well make a better contribution to the country's overall needs. This service also is being increasingly used by members.

Provision of essential help of this nature to the exporter is not a recent activity arising from the current needs for export. In 1960 the Leeds Chamber prepared a booklet, 'Tools for the Export Trade', which was published by Chamber of Commerce Publications and which was the forerunner of many similar publications by the Government and the Banks. Its purpose was to provide simple guidance on the help available to the new exporter, the various channels of export open to him, the basic approach to export markets, guidance in elementary market research and the procedures to be followed. There is still a demand for this publication despite the fact that it is nearly 10 years old.

A short time ago a member pointed out to the Chamber that although there is a number of specialized courses on the export trade which cater for export managers or staff of similar calibre there was no provision on an elementary and strictly practical basis for shipping and export clerks new to export procedures. After investigation the Chamber decided to experiment with an export documentation course spread over an afternoon a week for four (originally three) weeks. The course covers packing and shipping documents; bank documents; certificates of origin and governmental requirements; and a final summing up and discussion session which takes the students completely through an export transaction and recapitulates on all points previously covered. Throughout the course original export documents relating to actual transactions are used as examples and the numbers on each course are limited to a dozen students to allow for personal tuition by recognized experts in their own field. The demand has been overwhelming and it has become apparent that up to half a dozen courses will have to be held annually not only to train newly-recruited clerks but also to provide refresher courses for more experienced clerks. At present, at least, the courses have to be restricted to students sponsored by members of the Leeds Chamber.

All this is additional to the normal export facilities provided by chambers of commerce, comprising the issue of certificates of origin, advice on documentation, tariffs, controls, licensing, letters of introduction, the issue of commercial travellers' identity cards,

(*Continued on next page*)

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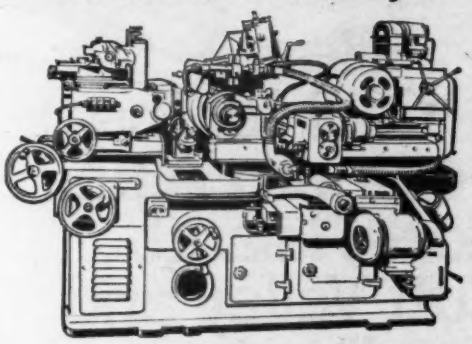

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HELPING LEEDS EXPORTERS, *continued*

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OVERSEAS BANKERS VISIT BRITAIN

A party of international banking executives, from 13 different countries, recently made a one-day visit to the Cambridge firm of Pye Unicam to help increase their knowledge of British industry. The executives, who are in this country as the guests of Barclays Bank, saw demonstrations and received short talks on the scientific instruments manufactured by Pye Unicam. Picture shows some of the executives examining one of the instruments at the factory.

'La plume von meine zia...'

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Mrs. Dunwoody to visit North Wales

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, will visit North Wales during September 17-19. On September 17 she will tour the British Insulated Callender's Cables Ltd. new factory at Wrexham, lunch with the Welsh Industrial Estates Corporation and attend a reception in Wrexham to meet some of the tenants on the Industrial Estate and members of the Wrexham Rural District and Wrexham Borough Councils. Later she will meet members of the North Wales Regional Advisory Committee of the TUC.

On September 18 Mrs. Dunwoody will visit Llangefni to meet representatives of Anglesey County Council, and at the Llangefni Industrial Estate members of the Langefni Urban District Council.

Following a meeting and luncheon with representatives of Caernarvon County Council, Mrs. Dunwoody will go to Blaenau Ffestiniog to visit David Etchells (Forgings and Fasteners) Ltd., and later the Smith Corona Ltd. at Portmadoc before going on to Llandudno for dinner with the Llandudno Urban District Council.

Sir Antony Part to visit Vienna

SIR ANTONY PART, Permanent Secretary to the Board of Trade, accompanied by Lady Part, is paying an official visit to Vienna from September 6 to 12.

On September 8, Sir Antony will attend the opening of the International Trade Fair, at which the Board of Trade is sponsoring a joint venture scheme with the Birmingham Engineering and Building Centre. The Centre are giving a reception in the British Pavilion at the fair on September 11 which Sir Antony will attend.

On September 9 the Permanent Secretary will visit the Commercial Department of the British Embassy, and the British Week Office, which has been set up in preparation for the staging of a major British Week in Vienna in October 1969. In the afternoon he will visit the Bunzl paper mill at Ortmann.

The next day, Sir Antony will pay a visit to the British Pavilion at the Trade Fair. In the afternoon he will talk to a meeting of the British Trade Council, after which he will answer questions.

On September 10 and 11, Sir Antony will have talks with Austrian Ministers and officials and also with the Mayor of Vienna.

Advertisement inquiries for the Journal

Inquiries concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

The Minister Commercial of the High Commission for Canada, London office, Mr. L. H. Ausman (second left) and Mrs. Ausman seen with Mr. Arthur Bryan (second right), chairman and managing director of Josiah Wedgwood & Sons Ltd., when Mr. and Mrs. Ausman visited the Wedgwood factory at Barlaston during August. Also in the picture are Mr. Charles Dean (left), export sales manager, and Mr. J. Glover (right), of the North Staffs Chamber of Commerce.

Big opportunities for British industry in Saskatchewan

Mr. W. Ross Thatcher

THE TREMENDOUS potential which exists in the Canadian province of Saskatchewan for British investment and direct exports was emphasized by Mr. W. Ross Thatcher, Premier of Saskatchewan, when he spoke at a press conference in London on August 28.

Mr. Thatcher outlined the developments of the province which he said was known as Canada's 'bread basket' because of its former reliance on wheat-growing as the basis of its economy. 'But', he said, 'during the last five years the nature of Saskatchewan has been changing rapidly. The province is now sponsible for 31 per cent of Canada's petroleum production, it is the only source of potash in the country, it produces all of Canada's helium, and about 25 per cent of its uranium.'

He said that where, some five years ago, the province's economy was 65 per cent agriculture, and 35 per cent industry, today those figures had nearly reversed themselves. 'The economy has become much more diversified,' he added, 'and there is a labour shortage of some 15 to 20 thousand people. We are actively encouraging immigration, and we would welcome British immigrants. I think we are the only province which assists the cost of passage for certain selected immigrants,' he said.

The Premier went on to say that this industrial expansion in the province had been taken advantage of by the Americans, the Germans, and in particular, the Japanese at the expense of British exporters.

'We want British industry, but we have so far been unsuccessful because of your exchange regulations,' he added. 'There is another problem for British exporters – to sell in Canada they need an efficient distribution service and servicing network, and this means that money must be invested.'

Referring to the British Shopping Week in Regina from September 5 to 14, which is being sponsored by the Board of Trade in co-operation with the British National Export Council's Committee for Exports to Canada, and which has received the 'enthusiastic endorsement of the Government of Saskatchewan and the City of Regina,' the Premier said that to his knowledge there had never been a British trade week in Western Canada, 'We are conscious to improve trade with Britain.

'There are two main reasons for this – (1) because of sentimental reasons for wanting you there, and secondly, we did sell huge quantities of wheat to Britain, and at one time Britain was our best cash customer. Today we sell more to China and Russia. If we expect Britain to buy wheat from us, we must buy British goods in return.' One suggestion was the British trade week where they were trying to create an atmosphere in Regina which was completely British.

The Premier suggested that in the field of direct exporting the biggest opportunities lay in the sales of agricultural equipment, most of which was now being purchased from the United States. He warned, however, that British exporters would have to speed up their deliveries. 'There is a tremendous potential in Saskatchewan and Britain can, if she takes the initiative, increase her sales there,' he said.

Mr. David L. Nicolson, vice-chairman of the Committee for Exports to Canada, said that in the first three months of this year the value of British exports to Canada in sterling has risen sharply by over 20 per cent and even taking into account the £ devaluation in November 1967 the dollars earned by exports to Canada up to the end of April this year had still increased by 4½ per cent.

'For the first six months of this year, January to June 1968 our exports to Canada amounted to £125,568,000 and the imports into Great Britain in the same period were £262,749,000. In transport equipment, for example, the exports from January to June 1967 amounted to £11,708,000 as against January to June 1968 of £21,561,000,' he added.

'I should point out that over the past few years Canada has been exporting twice as much to England as we have to Canada. Although this percentage of increase in total exports may seem encouraging this is still far from satisfactory and British companies are not taking advantage of the potential in Canada.'

(Continued on next page)

OPPORTUNITIES IN SASKATCHEWAN, *continued*

He said that the next 10 years were critical in the development of the province and for the one milllon people who lived in its 251,000 square miles. Secondary industry was already starting to move significantly and the potential is far from being neglected by the United States, Japan and other countries who can foresee the future possibilities.

'You will see therefore how vital and urgent it is for Great Britain to face its opportunity now and increase its exports to this part of Canada.'

Referring to the British Shopping Week in Regina, Mr. Nicolson said that the Saskatchewan Government was contributing 60,000 dollars in support of the British Week sales drive and the local authorities in Regina were spending 10,000 dollars.

Annual report on control of office development

THE BOARD OF TRADE'S third annual report on the performance of their functions under Part I of the Control of Office and Industrial Development Act 1965 has been published. The report sets out the number of permits issued during the year up to March 31, 1968, together with the gross areas permitted and the amount of office floor space demolished or changed from office use as a result of these permits. It also gives the number of permits refused, with the gross areas involved, and includes a map showing the Economic Planning Regions to which the office control applies. The figures of permits issued and refused during the year to March 31, 1967 are shown for the purpose of comparison; the lower number of permits issued outside the Metropolitan Region during the year under review is accounted for by the raising of the exemption limit on July 27, 1967.

Copies of the Control of Office and Industrial Development Act Annual Report 1968 are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 3d. Copies by post can be obtained from HMSO, Box 569, London, S.E.1, price 1s. 6d.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Great Universal Stores Ltd. and Times Furnishing-Willerby Tailoring Ltd.
(2) Davy-Ashmore Ltd. and Armstrong Whitworth (Metal Industries) Ltd.
(3) British Lighting Industries Ltd. and British Luma Co. Ltd.

Monopolies Commission's report on the supply of electric lamps

THE BOARD OF TRADE have received the Monopolies Commission's report on the supply of electric lamps. It will be laid before Parliament and published as soon as possible.

Notes:

The reference to the Monopolies Commission was made on February 8, 1966. The Commission were asked to investigate and report on the supply in the United Kingdom of (i) filament lamps exceeding 28 volts (whether for illumination or other purposes); and (ii) discharge lamps and fluorescent lamps (for illumination).

The Board of Trade are required by Section 9 of the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, to lay reports of the Monopolies Commission before each House of Parliament. When Parliament is not sitting the obligation to lay a Monopolies Commission report before Parliament is discharged under Section 10 of the Monopolies and Mergers Act, 1965, if the report is presented as a Command Paper.

Monopolies Commission's report on the supply of petrol

THE BOARD OF TRADE have received revised Undertakings from all suppliers of petrol to retailers in the United Kingdom. The revised Undertakings came into force on August 16, 1968.

The effect of the revisions has been that:

(a) the Undertaking limiting the acquisition of company-owned stations has been abandoned;
(b) the Undertaking relating to leases and licences has been modified so that renewals of leases should, at tenants' choice and subject to normal commercial considerations, be for minimum periods of three years; and
(c) the other Undertakings should continue in force (subject only to a minor technical modification in relation to the provisions as to hired petrol equipment).

Notes:

The reference to the Monopolies Commission was made on September 27, 1960, and the Commission's report was published on July 23, 1965. The Commission found that some of the features of the agreements made by petrol suppliers with retailers were against the public interest. They also found that the acquisition of petrol stations by petrol suppliers might be expected to operate against the public interest unless some limit were imposed.

The Commission's principal recommendation was that solus ties on petrol should not normally exceed five years. In this context, the Commission recommended that loan agreements between petrol suppliers and dealers, and agreements on equipment, should not be used to enforce exclusive ties where a dealer was willing and able to pay off the loan or purchase the equipment. The Commission recommended that there should be no exclusive dealing agreements on lubricants and similar goods. They also recommended that petrol suppliers should not impose restrictions on retailers' business in non-petroleum products such as tyres, batteries and accessories, and made certain recommendations about the length of lease to be granted by petrol suppliers to their tenants.

The Commission also recommended the application of a specific formula by means of which the further acquisition of petrol stations by petrol suppliers should be limited. This recommendation was in support of the safeguards the Commission had recommended as to the trade in lubricants, etc., which they felt would be less easily enforced at company-owned stations.

Voluntary Undertakings were received from all the suppliers of petrol and lubricants and came into force on August 6, 1966. These included an Undertaking to limit the further acquisition of company-owned stations, but for this purpose an alternative formula was employed which was less restrictive on newer entrants to the United Kingdom market. The Undertakings were to be reviewed in the light of practical experience and any changes which might occur in the pattern of the trade.

The review was instituted in August, 1967, when the companies which gave the Undertakings were asked to provide (in confidence) certain information, mainly of a statistical nature. These companies and other interested parties were also invited to comment on the operation of the Undertakings.

The review indicated that in general the Undertakings were operating satisfactorily except that there was need for reconsideration of the Undertakings relating to company-owned stations in the light of developments since the Undertakings were given.

With regard to company-owned stations, it was concluded that the existing formula relating to acquisitons was no longer working satisfactorily and that it was not possible to devise an alternative formula which would not be open to objection on the ground that it was arbitrary and discriminatory in its effect on particular companies. It was also concluded that the security of tenure in relation to initial leases and licences could with advantage be extended to renewals also if the tenant or licensee so desired. On May 6, 1968, the President of the Board of Trade announced his proposals for revising the Undertakings and it is these proposals which have now been implemented.

The Board of Trade will continue to watch closely the operation of the revised Undertakings which will, like their predecessors, be subject to review should circumstances so warrant.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the

Commonwealth or the supply available from these sources is not substantial having regard to the existing Unietd Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be, within a reasonable period in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified, and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 20.

Tariff heading	Proposed definitions for tariff purposes	Applied for as	Exemption required until	Reference
29.07	4-Chloro-3, 5-xylenol .	p-Chloro-m-xylenol: 4-chloro-3, 5-dimethylphenol.	December 31, 1968	6954
29.14	Methyl 2-chloro-3-(4-chlorophenyl) propionate.	Methyl 2-chloro-3-(p-(chlorophenyl) propionnate.	December 31, 1968	13202
29.34	3-Chloropropyltrimethoxysilane.	As in previous column .	December 31, 1968	13206
29.42	Cinchonine . . .	Cinchonine alkaloid .	December 31, 1968	13171

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during August in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Exempted Dealers

Additions

N. M. Rothschild & Sons

Charles Guy Rodney Leach

Medium Term Discounts Limited, 18 Austin Friars, London, E.C.2

Licensed Dealers

Additions

Title Investments Limited, 38 Park Street, London, W.1

Western American Bank (Europe) Limited, 18 Finsbury Circus, London, E.C.2,

Silk and man-made fibres mission visit South Africa

A TRADE MISSION to South Africa, sponsored and organized by the Silk and Man-made Fibre Users' Association, in collaboration with the Board of Trade and British National Export Council, left on September 1.

Led by Mr. D. V. Bryant, of Liberty of London Prints Ltd., the 10-man mission will spend three weeks in South Africa, with members following individual itineraries, visiting Johannesburg, Cape Town and Durban, Port Elizabeth, Grahamstown and East London,

Mission reports good sales prospects in Australia

THE RECENTLY completed report of the Birmingham Chamber of Commerce Mission to Australia and New Zealand in March says that considerable orders can be expected this year, particularly in Australia.

Orders booked during the visit totalled £33,000, but, of more significance, the members estimated that new business could follow up to the end of 1968 worth £634,000. Of the orders booked, £28,000 were taken in Australia and £578,000 of the new business is expected to arise in Australia. This, says the report, is a reflection not only of the comparative sizes of the two markets, but also of the buoyancy of the Australian economy in contrast to difficulties facing the New Zealand economy,

Scope of engineering industry training board redefined

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has laid before Parliament an Order under the Industrial Training Act 1964 redefining the activities in relation to which the Engineering Industry Training Board exercises its functions. The Order came into operation on September 3.

The effect of the principal amendments is to exclude from the scope of the Board the motor vehicle and motor vehicle body repair activities of London Transport; the manufacture or repair of furniture other than by engineering processes; the manufacture of perambulators, folding push cars, golf clubs, fishing rods and organ pipes; the manufacture of footwear components from a combination of metal and plastics material; and the repair of barrels, kegs and drums designed for packaging. These activities will in due course be brought within scope of other training boards. The engineering activities of local authorities are also excluded from the Board's scope and a number of other amendments have been made with a view to clarification of the Order.

Notes:

The Act empowers the Secretary of State to amend an Industrial Training Order. The scope of the Engineering Industry Training Board, which was originally established on July 23, 1964, was previously amended on March 9, 1967. The Board covers some 3½ million employees.

Copies of the Order, The Industrial Training (Engineering Board) Order 1968, S.I. 1968, No. 1333, can be obtained from HMSO, or through any bookseller, price 1s. 9d.

Training in industry reports

THE ANNUAL reports of three of the Training Boards in Industry concerning rubber and plastics processing; man-made fibres; and ceramics, glass and mineral products, have been published.

The first annual report of the Rubber and Plastics Processing Industry Training Board, which was set up in August last year, states that initial studies have shown that full advantage has not been taken by the industries served by the board of the educational and training facilities provided by professional and educational bodies in the field of rubber and plastics processing, and as a result there are still relatively few people qualified in rubber and plastics technology.

Of a total labour force of about 47,000 in the man-made fibres producing industry, nearly one in eight workers undertook planned training of up to six months. Apart from this nearly a thousand other workers undertook planned training that lasted for six months or more.

The figures also showed that 16.1 per cent of the males employed and 7.8 per cent of the females, or 14.6 per cent of the total labour force, undertook some form of planned training during the year. In addition 1,171 or 2.5 per cent of the total labour force attended either internal off-the-job or external courses lasting one week or more. Quantitatively, the report says, a great deal of training was carried out in the industry.

The third annual report of the Ceramics, Glass and Mineral Products Industry Training Board showed a developing climate of acceptance of training in the industry. There was a noticeable increase in profitable training in firms where the board's advisory services had been used. Grants absorbed 78 per cent of the £3.4 million raised by the board's annual levy. Establishments claiming grants employ 79 per cent of the 344,654 workers employed in the industries.

Towards the end of the year the board completed its recruitment of training staff, bringing the present establishment to 26, and plans were made for an experimental regional unit in the Midlands. This enabled staff to visit about 900 companies in the year to March 31.

Copies of the reports are obtainable from HMSO. Rubber and Plastics Processing Industry Training Board, HC 344, price 2s.; Man-made Fibres Producing Industry Training Board, HC 341, price 2s. 6d.; and Ceramics, Glass and Mineral Products Training Board, HC 329, price 2s.

International patenting

IN RECENT years those Patent Offices which carry out a detailed examination of the specification before granting a patent for an invention have been under increasing pressure of work. This has been caused by the greatly increased number of applications and the constantly growing amount of technical literature in which the search to establish novelty has to be made.

The increase in applications arises mainly from the practice of seeking patent protection for the same invention in a number of countries, each of which has to examine it. If there could be some rationalization of the procedure by which a common application and a common examination would serve for a number of countries there would be great benefit to industry and to Patent Offices. Various attempts to achieve this have been made without success but a current attempt by BIRPI, the inter-governmental organization dealing with patents, is meeting with support.

After publishing a first Draft Treaty in 1967, BIRPI published, after 10 months of consultations with governments and private interested circles, a second Draft, on July 15, 1968.

This Draft Treaty provides for the filing in national Patent Offices of a common patent application covering a number of other countries; the production of an international search report; and an international preliminary examination report. The searching and examining work is to be carried out in one of the major national Patent Offices or the International Patent Institute at The Hague.

The Draft issued on July 15, 1968 will be discussed at a Committee of Experts to which representatives of more than 80 governgovernmental organizations will be invited. This committee is ments and more than 20 international inter-governmental and nonscheduled to meet at Geneva from December 2 to 10. If its results are encouraging, plans for the conclusion of an international treaty will be made.

Copies of the text of the Draft Treaty and other preparatory documents for the December meeting may be obtained, in English or French, from BIRPI, 32 chemin des Colombettes, Geneva, Switzerland.

Further information can be obtained from the Patent Office (Tel. 01-405 8721, Ext. 112).

Decimal check list for management

A LIST of necessary preparations for going decimal intended as a guide to industry and commerce in their forward planning is included in the second issue of the Decimal Currency Board's Newsletter published on August 28. The list deals with various aspects under the general heading 'Organization'.

Also included in the Newsletter, which is aimed primarily at keeping management abreast of decimalization developments, is an explanation of the tax relief which may be obtained by an individual or a company for expenditure incurred as a result of decimalization if it is wholly and exclusively laid out for the purposes of a business.

The Newsletter gives a reminder that the half-crown will no longer be legal tender at the end of 1969, and points out that the withdrawal of half-crowns and their replacement by other coins will have to begin well before that time.

Mrs. Kathy Lillyston, 1968 Queen of Hardware, drew the names of winning competitors in the 1967/68 export competition run by Hollands and Blair Limited, handtool and domestic hardware manufacturers. The firm's Spiralux range of handtools, is distributed to more than 60 countries through a network of on the spot sales agents and distributors. The firm offered a competition with a prize fund of £500 to those agents and distributors exceeding targets set them based on their previous year's figures plus a substantial uplift in the order of 20 per cent. No less than 14 of the 52 participants qualified for the draw, some of these exceeding their targets by more than 50 per cent. In this picture Mrs. Lillyston is accompanied by Mr. G. A. Martin (seated), managing director, and Mr. M. E. Chiles, sales manager of Hollands and Blair.

National Wool Textile Export Corporation opens New York office

THE NATIONAL Wool Textile Export Corporation, of Bradford, have opened offices at Tower 53, 159 West 53 Street, New York. Mr. Arthur Todd, who has been marketing executive for British woollens in the New York offices of Bennett, Newbery and Cowan for the past two years, has been appointed merchandising and promotion director, United States, for the Wool Textile Export Corporation.

The British wool textile industry is conducting joint promotional activities with selected groups of American clothing manufacturers.

Food additives and contaminants committee's report

A REPORT by the Food Additives and Contaminants Committee, recently published, proposes controls on the remaining classes of food additives not previously considered by the Committee. The Committee considers that permitted lists should be established for acids, buffers, bases, humectants, sequestrants, propellents, glazing, anti-foaming, anti-caking and firming or crisping agents. Specifications of purity should be laid down for permitted substances.

Publication of the report does not commit Ministers and, before deciding on action, they will give full consideration to any representations made by interests concerned. Such representations, from any part of the United Kingdom, should be addressed to the Secretary, Food Standards Division, Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1, to arrive not later than November 29, 1968.

Copies of the report can be obtained from HMSO, or through booksellers, price 2s. 9d. (by post 3s. 2d.).

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Aviation and Shipping

Report on the loss of BEA Comet G-ARCO

THE REPORT of the investigation into the loss of the BEA Comet G-ARCO off Rhodes on October 12, 1967 has been published by HMSO. Copies (CAP 305) can be obtained from HMSO, price 5s. 6d., by post 5s. 11d.

North West England Regional Advisory Committee for Civil Aviation

MR. ANTHONY CROSLAND, President of the Board of Trade, has re-appointed the following members of the North West England Regional Advisory Committee for Civil Aviation to continue in office for a further period until August 31, 1969 under the chairmanship of Mr. J. B. Lancaster:

Sir Lionel Biggs, Mr. T. O. Brown, Alderman D. Cowley, Mr. R. S. F. Edwards, CVO, JP, Councillor H. E. R. Peers, OBE, JP, FIA, Dr. L. H. A. Pilkington, CBE, JP, Alderman J. S. Jones, Mr. L. J. Tolley, Alderman J. S. Richardson, Mr. G. H. Kenyon, BSc, JP.

Mr. Crosland has also appointed Mr. E. J. Adams, MBE, JP, and Mr. S. Glasstone to succeed Mr. D. G. Farrar and Mr. J. King, JP, who at their own request do not wish to seek re-appointment because of business pressures, and Mr. F. A. Grout as a successor to the late Mr. G. C. Allen.

The Shipping Contracts (Foreign Measures) Order, 1968

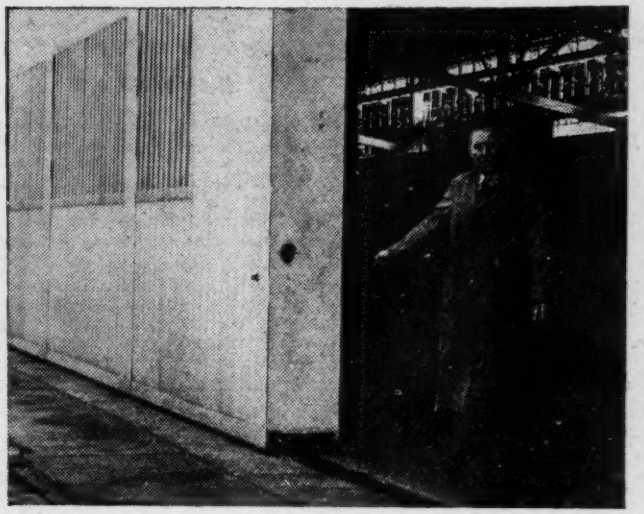
THE BOARD OF TRADE have laid before Parliament an Order under Section 1(1) of the Shipping Contracts and Commercial Documents Act, 1964. This Order applies Section 1 of the Act to a measure recently taken by the United States Federal Maritime Commission, by which the Federal Maritime Commission directed the North Atlantic Westbound Freight Association and its member lines to cease and desist from certain activities in the United Kingdom. The North Atlantic Westbound Freight Association is a shipping conference situated in Liverpool, and it appeared to the Board of Trade, in all the circumstances of the case, that the requirement addressed to the Conference by the Federal Maritime Commission constituted an infringement of the jurisdiction which under international law belongs to the United Kingdom. The Board of Trade have made the Order so as to safeguard the rights of the parties to resolve any differences by whatever legal means in the United Kingdom they consider appropriate, and thus to preserve United Kingdom jurisdiction.

The Order came into force on August 30, and it will then be open to the Board of Trade to give directions to the members of the North Atlantic Westbound Freight Association under Section 1(2)(b) of the Act, so as to prohibit these shipping lines from complying in the United Kingdom with the order of the Federal Maritime Commission.

Action has been taken on an earlier occasion under Section 2 of the Shipping Contracts and Commercial Documents Act, 1964, but this is the first occasion on which an Order has been made under Section 1.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.



One man pulling a cord just hard enough to actuate an electric switch is now able to open and close giant hangar doors weighing as much as 70 tons safely and easily – thanks to a new British invention. The Conder Group has developed a sophisticated control gear called the Conder Auto-Electric Door. The picture shows a hangar door being moved effortlessly forward at 75 ft. per minute (relax the cord and the door stops in three/four inches). It is being made by Conder (Midlands) Ltd., member of the Conder Group, manufacturers of industrial steel-framed buildings.

Training board looks to the future of civil air transport

WITH THE advent of large capacity and supersonic aircraft, and the increasing popularity of air travel, the civil air transport industry stand on the threshold of a new era. Combined with the spread of automation throughout the industry, this will provide new problems to be overcome and new opportunities to be grasped.

To achieve these aims even greater effort will have to be directed towards training than in the past, says the second annual report of the Civil Air Transport Industry Training Board which was published on August 27.

Over 350 establishments have been registered with the Board and they account for about 60,000 employees. The board is preparing training recommendations to be published in due course relating to management training, the training of young people and shop steward training. Recommendations on the training of training officers are also being considered.

As part of its training policy, the board will seek to encourage a systems approach to training by all sections of the industry; to reinforce safety practices in all training aspects; to ensure the maximum cost-effectiveness in all training efforts and to provide a forum for the pooling of training knowledge and experience.

The board intends to help in the development of a pattern of training which will meet the future needs of the industry and avoid a wasteful duplication of resources. To this end, the board is compiling an inventory of training available for civil air transport, and will encourage a pooling of resources and centralization of certain types of training in the interests of the industry. By co-operating with other boards, the board will make sure that the industry is able to avail itself of a wide range of training facilities.

Copies of the report 'Civil Air Transport Industry Training Board,' Cmnd. 331, can be obtained from HMSO, price 2s.

AVIATION AND SHIPPING, *continued*

Overcoming wet runway dangers

WET RUNWAYS are a well-known danger to pilots on landing. The presence of an undispersed film of water under the aircraft's tyres can cause loss of braking effectiveness and directional control – a process known as 'aquaplaning' – and can easily lead to disaster.

As a result of detailed studies of the aquaplaning effect by the Ministry of Technology, a runway water-depth monitoring system has now been developed which enables pilots to be given full minute-by-minute information of runway conditions.

Depending on the results of the Gatwick trials, the Board of Trade will decide whether to endorse the system for general use. The National Aeronautics and Space Administration in the United States has already shown considerable interest in the system, and one has been installed at their airfield at Wallops Island, Virginia.

New superintendent of pilots, Harwich

THE BOARD of Trinity House has appointed Captain R. E. Sanders as the superintendent of pilots, Harwich, responsible for the smooth operation of the pilotage service provided for shipping bound for the Port of London from the Sunk Pilot Station and into and out of Harwich, Felixstowe and the Essex ports.

Captain Sanders succeeds Captain D. Mansfield, who retired earlier this year due to ill-health.

BoT air traffic control contract

ENGLISH ELECTRIC COMPANY have announced that 36 of Marconi's latest graphical display systems have been ordered by Ministry of Technology for the Board of Trade Air Traffic Control Evaluation Unit at Hurn Airport near Bournemouth. The equipment, type X2000, will be used to evaluate the sophisticated electronic systems which will control the air traffic in Britain in the 1970's.

Value of the contract is approximately £170,000, and it brings the value of X2000 orders to over £1 million. The versatility of the equipment extends from control of all types to design automation systems closely integrated with computers.

Parliamentary Answers on aviation and shipping

TUESDAY, AUGUST 27

Aircraft crash recorders

Replying to a question on what proposals the President of the Board of Trade had to require aircraft crash recorders to be designed for higher standards of recoverability, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that consideration was being given to a requirement for flight data recorders fitted in future aircraft to have under-water separation, flotation and location devices. In addition, while the standard of protection of the recorded message was already of a high order, the Air Registration Board was reviewing with manufacturers the possibility of increasing this protection.

Noise limits

The President was asked what proposals he had to introduce noise limits for light aircraft and helicopters. Mrs. Dunwoody replied: 'The initial noise certification plan excludes both helicopters and aircraft less than 12,500 lbs. maximum take-off weight. Each category presents special problems of noise reduction and, pending further study, we do not think it expedient to defer the substantial benefits which the initial plan is intended to secure.'

One Month to view...

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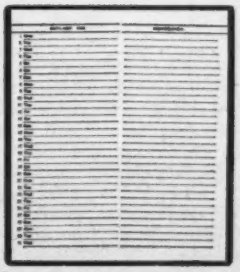

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Sept. 10-11	**Technical and miscellaneous stores**	**Regional Depot, RAOC, Hereford**	**Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366.)**

Fork lift truck; electric trucks and tractors; portable fuel tanks; a large quantity of generating sets; charging sets; battery charging plant; tyre and batteries; radar and AA equipment; electronic valves; telephone sets; switchboards; oscilloscopes; binoculars; watches; wireless; signal, aircraft, MT and electrical spares; steel piping; roller conveyors; machine tools including hacksaws; grinders; circular saws and lathes; small tools; tool boxes; platform scales; chain blocks; ladders; large quantity of ankle boots; haversacks; blankets and sea kitbags; battle dress trousers and blouses and other clothing; tarpaulin sheets; furniture and numerous other items of general stores.

Sept. 17-19	**Miscellaneous stores**	**Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)**

Electrical and electronic spares and components; radio receiving sets; oscilloscopes; test sets; aircraft components and ground equipment; cameras and photographic equipment; laboratory equipment; household and office furniture; generators; compressors; machine tools including centre and capstan lathes; universal, horizontal and engraving machines; presses; woodworking machines, etc.; instrument jewels; vehicle spares and components; engines; axles; bearings; wheels; large quantity of tyres; body panels; MT equipment and tools; fitted workshop trailers; vehicle servicing trailer; 5-ton four-wheel trailers; trailer-mounted circular saw units; textiles including Wigan cloth; blankets; vests; drawers; clothing; stockinette; webbing; canvas; rag waste; nylon materials; waterproof covers; camp and catering equipment.

Oct. 1-4	**Vehicles, lifting and earth moving equipment**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)**

Seven Princess saloons; Morris 'Mini Minor' saloons; commercial utility vans and 'minibuses'; Ford 'Zephyr', 'Consul', 'Popular' and 'Escort' saloons; Hillman 'Huskys'; Vauxhall 'Victor' saloons; Standard 'Ensign' estates; commercial vans and trucks; two-wheeled 10-cwt. and 1-ton trailers; Land Rovers; Scammell trailers and breakdown trucks and mechanical horses; Leyland 10-ton tipping trucks; AEC 'Matadors'; Morris-Commercial water tankers 200 gallons; Bedford drop-side trucks and hydraulic tippers; Scammell two-wheeled platform trailers; Commer workshop vans; Bedford petrol tankers; Humber signal vans; Bedford 'Utilecons'; cranes; breakdown trucks; heavy duty trucks and trailers, etc.

Oct. 9.	**Miscellaneous stores**	**TA & VR Centre, Meadowforth Road, Stirling**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Machine tools; aircraft spares and motor transport spares; plant and equipment; amosite asbestos pipe covering; clothing and textiles including greatcoats; jerseys; gloves; rubber boots; ankle boots; kitchenware; a large quantity of blankets; furniture and a large assortment of general stores.

Catalogues of the above sales obtainable from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

NISSEN HUTS

100 Nissen huts size 16 ft. by 36 ft. and 24 ft. by 66 ft. are to be sold at the Ministry of Defence auction sale to be held at BRANSTON on September 17-19, 1968. Further details and catalogues, price 1s. 0d. (postal order only), available from the auctioneers, Arnold & Son, Modwena House, 13 Market Place, Burton-on-Trent, Staffs.

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auction Sale at HEREFORD on September 10-11, 1968. Most lots will not exceed 200 pairs and will be lotted in both single and mixed sizes. Catalogues, price 1s. 0d. (postal order only), available from the auctioneers Russell Baldwin & Bright, 20 King Street, Hereford.

ARMY SURPLUS VEHICLES IN HONG KONG

During the course of the next nine months a quantity of surplus British Army vehicles will become available for sale in HONG KONG. Approximate quantities are:

Truck ¼ ton	90
Truck ¾ ton	30
Truck 3 ton	90
Trailer ¼ ton	220
Trailer 1 ton	130

Collection and shipping arrangements will be the responsibility of the purchasers. Export from Hong Kong is subject to control and licences will be required.

Private Treaty sales will be considered.

For further details write to Command Secretary, Headquarters Land Forces, Hong Kong, British Forces Post Office 1.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Sept. 10	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+21	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+29	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+345	+79	+47
1965	129	132	155	148	126	..	160	130	169	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	161	183	163	+199	+129	+30	+ 6
1967	132 (I)	133	169	164	131	101	171	128	166	200	185	+101(I)	— 47	—30	+10
1966															
4th quarter	133	132	163	158	127	99	163	133	159	186	168	— 4	+ 11	+ 4	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	163	189	174	+ 37	— 8	— 7	+14
2nd quarter	132	133	168	161	129	100	174	133	174	196	185	+ 46	+ 12	—11	+14
3rd quarter	133	133	171	165	132	102	172	125	164	204	189	— 32	— 18	—16	—20
4th quarter	133 (I)	136	173	168	134	104	173	125	163	207	194	+ 50(I)	— 32	+ 5	+ 2
1968															
1st quarter	136 (I)	137	177	175	139	106	176	120	181	208	194	—126(I)	—129	+ 3	+46 *
2nd quarter		138*				102		124*	173*				+ 97*	+15*	Nil
1968															
January		136				104									
February		137				105									
March		138				107									
April		138*				102									
May		138*				100									
June		139*				103									
July						102									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	121	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—514
1966													
4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—370
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—134
2nd quarter	138*	125*	125·0	+4·5	122·8*	141·3*	185·7	550	180		201	180	
1968													
January	143	114	121·6	+2·6	123·3	137·9	184·2	520	183		194	185	
February	143	116	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May	140*	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138*	125*	125·4	+4·6	122·9*	141·5*	186·0	569	178		193	182	
July			125·5	+5·3	121·7*	141·6*	186·6	580	180		210	188	
August								585*	179*				

*Provisional. †Not seasonally adjusted. (I) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for July

IN JULY the export unit value index was unchanged after the sharp increase in June. At 125 (1961=100), it was 8 per cent more than in last October, before devaluation. The unit value index for imports rose by one point, continuing the narrow movement, in the range 121-122, which has operated since March. In the period from October to March there had been a sharp rise. The July index, at 122, was 10½ per cent above the level recorded last October. The terms of trade index in July fell, that is, moved unfavourably, by a point to 103.

The stability in the export unit value index in July reflected no change in the unit value index numbers for metals, textiles, machinery and transport equipment, and other manufactures. The index for non-manufactures and chemicals rose 2 points each but having only a marginal effect on the overall export index.

The increase of 0.7 per cent in the import unit value index was mainly due to an increase of 2 points in the manufactured goods index. This was mainly attributable to an increase of about 3 per cent in the unit values of finished manufactures and a 2 per cent increase for non-ferrous metals, partly offset by a decrease of 6 per cent in rubber manufactures. The index for food, beverages and tobacco, basic materials, and fuels remained unchanged. The food, beverages and tobacco index has not moved since January and the index for fuels has remained static since February.

The seasonally adjusted export volume index at 134 in July was

(Continued on next page)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

UNIT VALUE AND VOLUME INDEX NUMBERS FOR JULY, *continued*

over 3 per cent higher than in June. Taking June and July together, the index was 2 per cent up on April-May and 8 per cent up on the middle two quarters of last year before devaluation. The volume index for imports rose by 8 per cent in July, partly reflecting a carry-over from the low June figure when goods were held up to take advantage of the Kennedy Round tariff reductions on July 1 and imports from France were delayed by the strike in that country. Taking June and July together the volume of imports was 1.5 per cent down on the April/May rate which in turn was 1.2 per cent below the rate in February/March.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

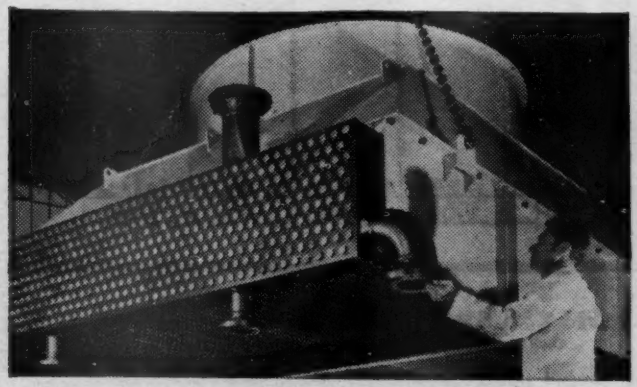
Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

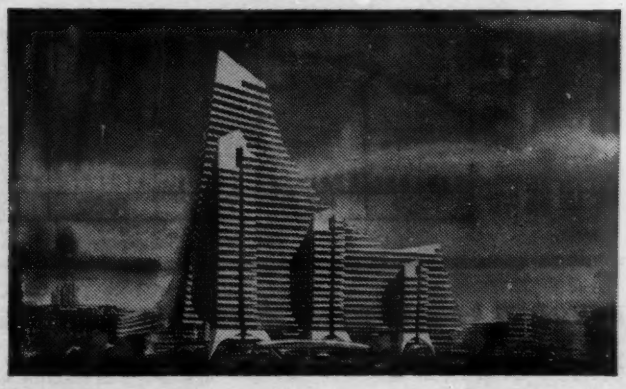
	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section of Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1966 1st quarter	126		104	105	148	151		120	131	119	131	96	102	118	138
2nd quarter	121		99	199	146	147		114	124	112	130	93	98	112	123
3rd quarter	126		103	108	157	149		123	123	123	141	98	104	124	136
4th quarter	118	118	98	96	162	138	138	127	134	127	153	100	113	126	140
1967 1st quarter	132	132	105	97	172	165	164	129	141	127	157	102	116	124	146
2nd quarter	134	133	108	102	158	170	167	122	135	122	156	98	113	116	135
3rd quarter	128	127	102	102	153	159	157	121	131	119	146	91	112	112	142
4th quarter	135	134	102	105	181	175	172	104	117	105	134	84	91	99	123
1968 1st quarter	146	144	113	109	165	190	186	135	146	134	167	105	120	130	152
2nd quarter	142	141	105	112	178	183	178	130	139	129	167	104	115	123	146
1967 January	139	139	103	102	181	172	172	138	149	136	170	113	123	134	152
February	131	131	112	93	175	162	162	129	152	127	163	102	115	123	143
March	128	127	101	96	160	160	159	120	122	119	140	91	111	113	142
April	139	137	109	101	170	177	173	125	136	124	162	96	113	119	139
May	133	132	108	106	166	164	160	124	136	122	151	98	120	119	130
June	131	130	107	99	136	169	167	118	135	118	154	99	108	110	136
July	125	124	103	101	114	159	156	127	144	124	151	94	117	120	138
August	128	127	101	103	153	163	160	119	120	120	144	92	111	115	145
September	130	129	102	100	191	157	154	118	129	112	144	86	108	101	142
October	130	129	89	96	203	164	161	94	107	94	108	73	82	86	123
November	137	136	104	110	177	174	170	95	113	94	114	80	83	89	114
December	138	137	114	109	163	189	185	123	130	126	182	98	108	121	132
1968 January	141	140	111	103	164	180	177	137	166	135	164	107	119	133	151
February	150	148	112	115	168	201	195	136	136	135	163	108	122	131	156
March	146	145	116	108	164	190	187	131	136	131	173	101	119	124	150
April	144	143	108	115	174	182	179	130	130	131	164	102	118	126	154
May	146	143	109	113	170	192	184	129	134	129	167	106	112	127	137
June	137	135	100	108	190	176	171	129	153	127	170	104	116	117	149
July	148	147	108	112	187	195	190	134	152	134	163	110	120	131	150

GENERATOR FOR JEDDAH



A portable diesel engine generating set, currently being built in Amsterdam, Holland, for service at Jeddah in Saudi Arabia, incorporates an air-cooled heat exchanger which has been designed and constructed specially by Birwelco Limited, of Birmingham—a subsidiary of GKN Engineering Equipment Limited. This induced draught unit (seen above) is a major component of the closed circuit water cooling system for the generating set's 20 cylinder diesel engine.

GIANT HOTEL FOR LONDON



Mr. Maxwell Joseph's Grand Metropolitan Hotels Group have announced plans for a giant new hotel in London. The hotel, to be situated opposite the West London Air Terminal, would have more than 2,000 bedrooms – to make it the largest in Europe – a large conference centre, and underground car parks. It is expected to cost between £15 and £20 million (five years ago the 510-bedroom London Hilton Hotel cost £1 million). The picture shows the striking exterior appearance of the proposed hotel.

Industry's capital expenditure in the second quarter of 1968

PROVISIONAL ESTIMATES

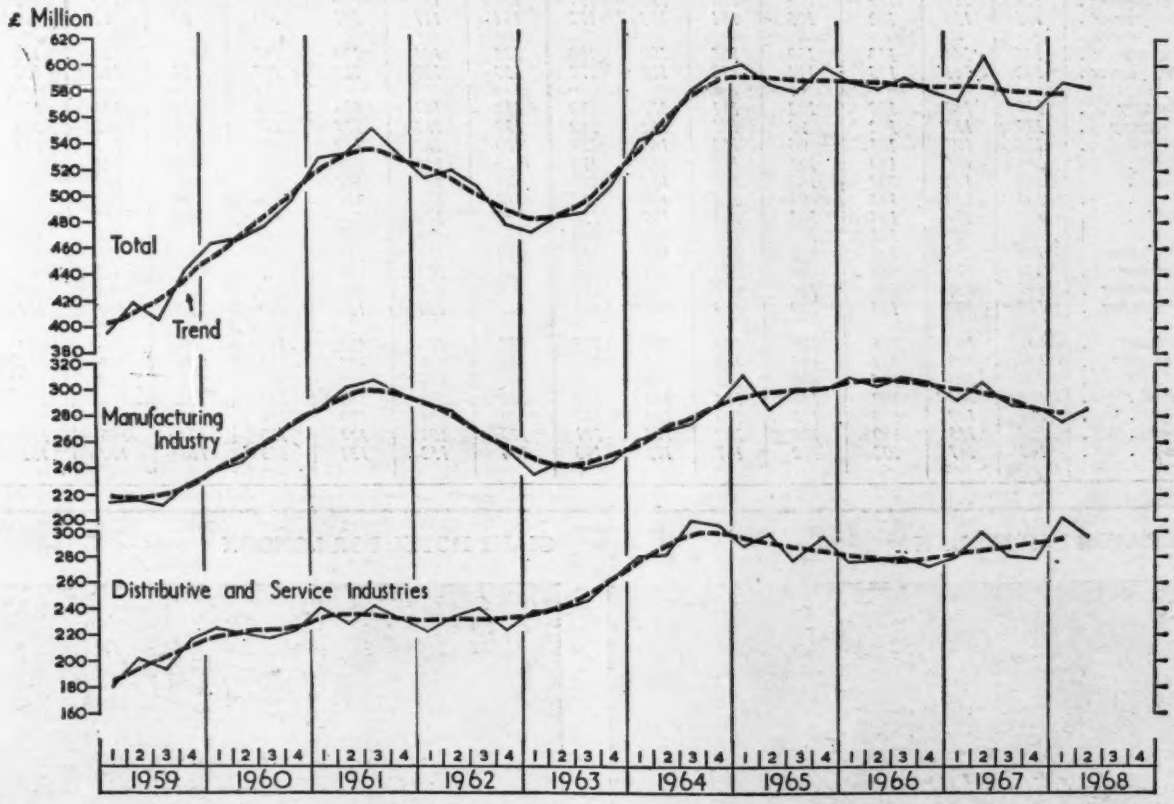
INDUSTRY'S CAPITAL expenditure in the second quarter of 1968 is provisionally estimated at £583 million (at 1958 prices, seasonally adjusted), almost unchanged from the first quarter's level. Manufacturing industry's investment showed a small rise; there was almost no change for the distributive and service industries; and the shipping industry's investment fell.

Manufacturing industry's investment increased by 3 per cent over the level in the previous quarter, but for the first half of the year capital expenditure remained below the average levels of the previous three years. There was a marked increase in new building work between the first and second quarters, after a run-down extending over the previous three years; a small reduction in expenditure on vehicles was almost balanced by an increase in expenditure on plant and machinery.

In the distributive and service industries investment was unchanged from the level of the first quarter of the year. There was a reduction in expenditure on vehicles and an increase in expenditure on plant and machinery. There is unlikely to be any significance in the reduction in expenditure provisionally estimated for the shipping industry, for which the quarterly figures often show marked movements in either direction.

The figures of investment for wholesale distribution have been revised in the light of the results of the inquiries into the wholesale trades for 1965 and 1966 (see *Board of Trade Journal* for August 16, 1968, page 479). The quarterly inquiries are shown to have over-estimated the sums spent on capital items by these trades, particularly in 1966; consequential amendments have been made to the quarterly figures for 1967 and first quarter 1968.

Industrys fixed capital expenditure at 1958 prices seasonally adjusted



REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

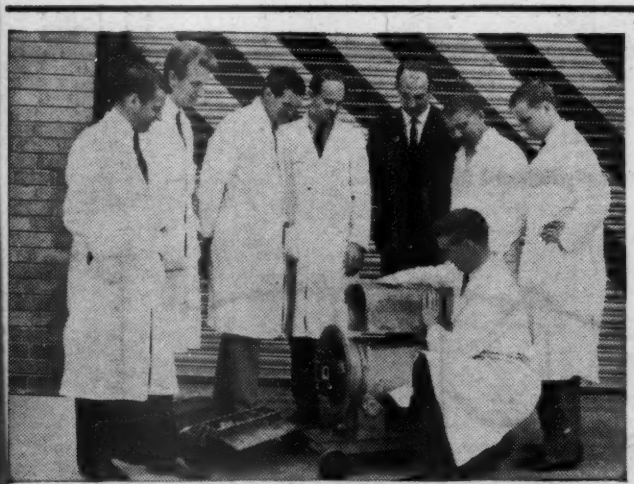
£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS			Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing industries (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry		New building work	Vehicles	Plant and machinery
1958	922	541	147	1,610	451	360	799
1959	871	631	161	1,663	460	403	800
1960	1,016	732	158	1,906	548	458	903
1961	1,195	822	126	2,143	648	435	1,060
1962	1,098	819	104	2,021	645	386	990
1963	964	902	85	1,951	602	418	933
1964	1,092	1,046	129	2,267	672	528	1,067
1965	1,203	1,060	101	2,364	702	507	1,155
1966	1,233	1,010	98	2,341	665	505	1,172
1967	1,176	1,010	132	2,318	620	539	1,159
1962 1st quarter	291	198	25	514	166	95	255
2nd quarter	284	202	33	519	164	101	254
3rd quarter	267	218	23	508	169	97	242
4th quarter	256	201	23	480	145	94	239
1963 1st quarter	235	215	23	473	148	97	228
2nd quarter	244	221	18	483	151	100	233
3rd quarter	240	225	22	487	149	105	234
4th quarter	245	241	22	508	154	116	238
1964 1st quarter	262	252	28	542	158	125	258
2nd quarter	269	253	29	551	163	126	262
3rd quarter	272	270	38	580	173	141	267
4th quarter	289	271	34	594	178	136	280
1965 1st quarter	312	272	17	601	186	120	295
2nd quarter	287	265	33	585	176	134	277
3rd quarter	302	255	23	580	171	121	289
4th quarter	302	268	28	598	168	133	296
1966 1st quarter	310	254	23	587	168	124	295
2nd quarter	304	255	23	583	164	128	291
3rd quarter	311	252	28	591	165	130	295
4th quarter	307	249	24	580	168	122	290
1967 1st quarter	293	247	33	573	157	129	287
2nd quarter	307	259	41	607	160	145	302
3rd quarter	289	257	25	571	149	130	291
4th quarter	287	248	32	567	153	134	281
1968 1st quarter	276	263	49	588	148	157	283
2nd quarter	286	262	35	583	158	135	290

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 57 per cent. of total capital expenditure in 1966. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

(Continued on next page)



The world sales manager and other senior executives from A. B. Bahco, Sweden's manufacturer of hand tools, were among personnel attending a week's intensive product training course at the Hydrovane Compressor Company's factory in Redditch, Worcestershire. From left to right are: Mr. A. Linde, Scandinavian sales manager, A. B. Bahco; Mr. George Maieu, service engineer, Meca (Belgium); Mr. Olsen, workshop foreman, A. V. Nielsen (Denmark); Mr. U. Bennet, technical manager, A. B. Bahco; Mr. R. Sherwin, overseas marketing executive, Hydrovane; Mr. H. Merseburg, world sales manager, A. B. Bahco; Mr. L. Sundstroem, service engineer, A. B. Bahco; and in the foreground Mr. R. Gray, Hydrovane, service instructor.

Exports of Rootes cars so far this year are up 25 per cent. During a visit to Export Packing Service Ltd., Banbury, where a 71,000 square feet factory is entirely devoted to packing 1,200 Rootes cars each week, two Rootes executives were told of EPS plans to increase packing capacity still further. The Rootes executives, Mr. J. G. Shepherd, director of the Manufacturing Division and Mr. F. Tilston, Coventry manufacturing director, were told of the plans by Mr. R. C. Boucher, EPS Group chairman, and Mr. H. C. Boucher, EPS Group deputy managing director. From left to right are: Mr. R. C. Boucher, Mr. J. G. Shepherd, Mr. F. Tilston, Mr. H. C. Boucher, Mr. M. Airey, EPS Rootes unit manager, and Mr. D. Crook, works director, EPS, Banbury.

INDUSTRY'S CAPITAL EXPENDITURE, *continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food drink and tobacco	Mineral oil refining	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	151·3	45·7	212·3	97·8	279·7	103·7	118·9	80·0	143·2	1,232·6	286·6	95·5	850·5
1967	178·2	74·7	173·5	85·1	263·4	107·8	96·9	73·1	123·0	1,175·7	245·7	101·4	828·6
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	39·1	8·8	56·4	24·0	68·7	27·5	29·6	19·0	37·1	310·2	70·6	24·5	215·1
2nd quarter	37·0	10·4	50·6	23·8	71·3	25·5	31·9	19·1	34·7	304·3	69·9	24·8	209·6
3rd quarter	37·4	13·6	52·1	24·7	70·8	25·2	29·2	19·8	38·0	310·8	72·3	23·9	214·6
4th quarter	37·8	12·9	53·2	25·3	68·9	25·5	28·2	22·1	33·4	307·3	73·8	22·3	211·2
1967 1st quarter	43·0	14·0	42·9	24·6	66·2	26·1	26·7	18·0	31·5	293·0	65·6	22·7	204·7
2nd quarter	44·9	18·4	50·2	22·4	69·7	28·2	24·0	18·9	29·8	306·5	65·4	24·6	216·5
3rd quarter	44·9	21·1	37·8	20·8	65·4	26·7	22·6	19·6	30·5	289·4	57·6	27·1	204·7
4th quarter	45·4	21·2	42·6	17·3	62·1	26·8	23·6	16·6	31·2	286·8	57·1	27·0	202·7
1968 1st quarter	41·5	16·7	41·4	20·2	63·7	20·7	27·1	16·8	27·7	275·8	55·0	27·5	193·3
2nd quarter										286·1	65·1	25·3	195·7

Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (c)

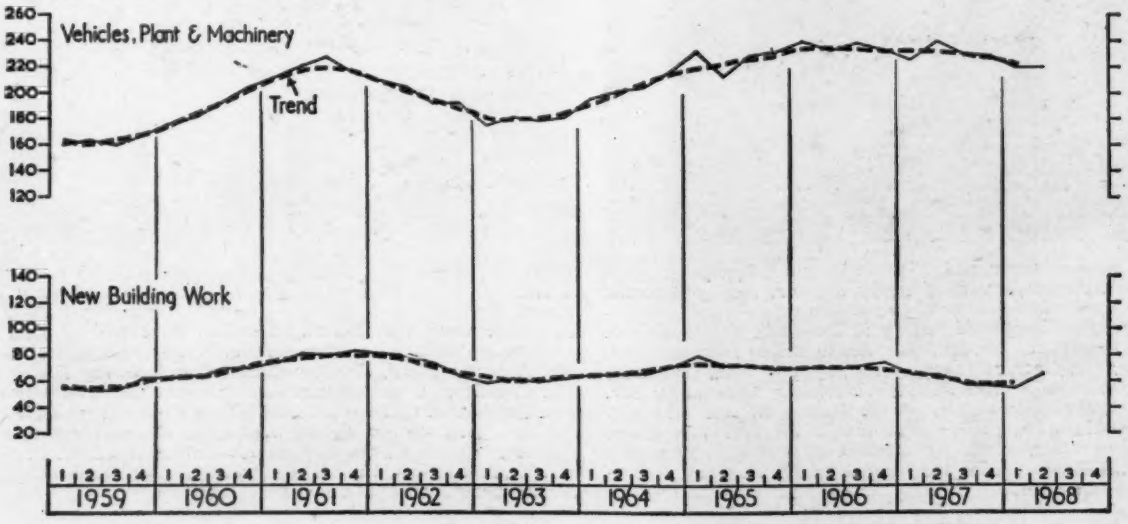


Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP				ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Other Industries	Total			
	Standard Industrial Classification Headings						
	810, 831, 832	820	XVIII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI, Part of XXII and XXIII	New Building Work	Vehicles	Plant and Machinery
1958	73	130	338	541	203	161	177
1959	92	163	376	631	235	186	210
1960	100	175	457	732	284	224	226
1961	105	195	522	822	330	237	255
1962	104	187	528	819	346	221	252
1963	113	204	585	902	356	257	289
1964	132	232	682	1,046	400	307	340
1965	131	215	714	1,065	403	313	350
1966	119	189	702	1,023	378	318	328
1967	134	192	684	1,022	373	312	337
1962 1st quarter	22	52	124	198	85	53	61
2nd quarter	24	48	130	202	85	53	64
3rd quarter	30	46	142	218	95	59	64
4th quarter	28	41	132	201	80	57	63
1963 1st quarter	27	52	136	215	89	58	68
2nd quarter	28	47	146	221	88	63	69
3rd quarter	29	51	145	225	87	63	75
4th quarter	29	54	158	241	91	73	77
1964 1st quarter	31	57	164	252	92	75	85
2nd quarter	32	60	161	253	96	74	83
3rd quarter	32	58	180	270	105	80	85
4th quarter	37	57	177	271	106	78	87
1965 1st quarter	36	56	181	272	103	81	87
2nd quarter	32	54	179	265	102	77	86
3rd quarter	33	53	169	255	98	75	83
4th quarter	31	52	185	268	98	79	91
1966 1st quarter	30	50	175	254	96	77	80
2nd quarter	32	46	177	255	93	80	82
3rd quarter	30	46	177	252	92	80	80
4th quarter	28	47	173	249	93	78	79
1967 1st quarter	32	48	168	247	91	74	82
2nd quarter	34	46	178	259	94	80	85
3rd quarter	34	47	175	257	91	79	86
4th quarter	33	51	163	248	95	76	78
1968 1st quarter	37	52	175	263	92	81	90
2nd quarter				262	93	76	94

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing industry (b)	Distributive and service industries (excluding shipping) (c)	Shipping industry	Total
1958	922	541	147	1,610
1959	867	621	161	1,649
1960	1,021	718	162	1,901
1961	1,239	821	132	2,192
1962	1,168	844	107	2,119
1963	1,044	936	84	2,064
1964	1,216	1,107	123	2,446
1965	1,401	1,156	100	2,657
1966	1,495	1,126	99	2,720
1967	1,430	1,136	133	2,699
1962 1st quarter	286	199	25	510
2nd quarter	294	207	31	532
3rd quarter	290	219	22	531
4th quarter	298	219	29	546
1963 1st quarter	237	219	22	478
2nd quarter	260	226	15	501
3rd quarter	261	227	22	510
4th quarter	286	264	25	575
1964 1st quarter	268	260	23	551
2nd quarter	295	264	25	584
3rd quarter	303	277	33	613
4th quarter	350	306	42	698
1965 1st quarter	333	290	15	638
2nd quarter	329	284	30	643
3rd quarter	352	269	21	642
4th quarter	387	313	35	735
1966 1st quarter	355	281	21	657
2nd quarter	355	280	22	657
3rd quarter	375	269	26	670
4th quarter	410	297	30	737
1967 1st quarter	345	277	29	651
2nd quarter	360	286	41	687
3rd quarter	346	276	23	645
4th quarter	379	297	40	716
1968 1st quarter	329	300	43	672
2nd quarter	350	300	34	684

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Industry's stocks in the second quarter of 1968

PROVISIONAL ESTIMATES

PROVISIONAL FIGURES for the second quarter of 1968 show the first increase in industry's stocks since the second quarter of 1967. Stocks increased by £112 million (at 1958 prices, seasonally adjusted), most of which was accounted for by manufacturing industry; there was a small rise for wholesaling trades, but no change in retailing stocks.

Stockbuilding of finished goods by manufacturers accounted for nearly half of their total increase in stocks and work in progress, the remainder being shared equally by stocks of materials and fuel and work in progress. With stocks and output both increasing, there was little change in manufacturing industry's stocks/production ratio, which had previously been declining for some quarters.

The figures for wholesaling have been revised in the light of the recently published results of the inquiries into the wholesale trades for 1965 and 1966, and fresh seasonal factors have been calculated. There is little change in the pattern of stockbuilding in recent years compared with the previous series; further information about the revision is given in the *Board of Trade Journal*, August 16, 1968, page 479.

Reference has been made in previous articles on stocks to the difficulty of determining the appropriate prices to use for revaluing the book values of stocks reported by businesses in recent quarters following the large price movements associated with devaluation. There is still some uncertainty about this, but with prices levelling off the problem is now less significant.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Changes in industry's stocks at 1958 prices seasonally adjusted

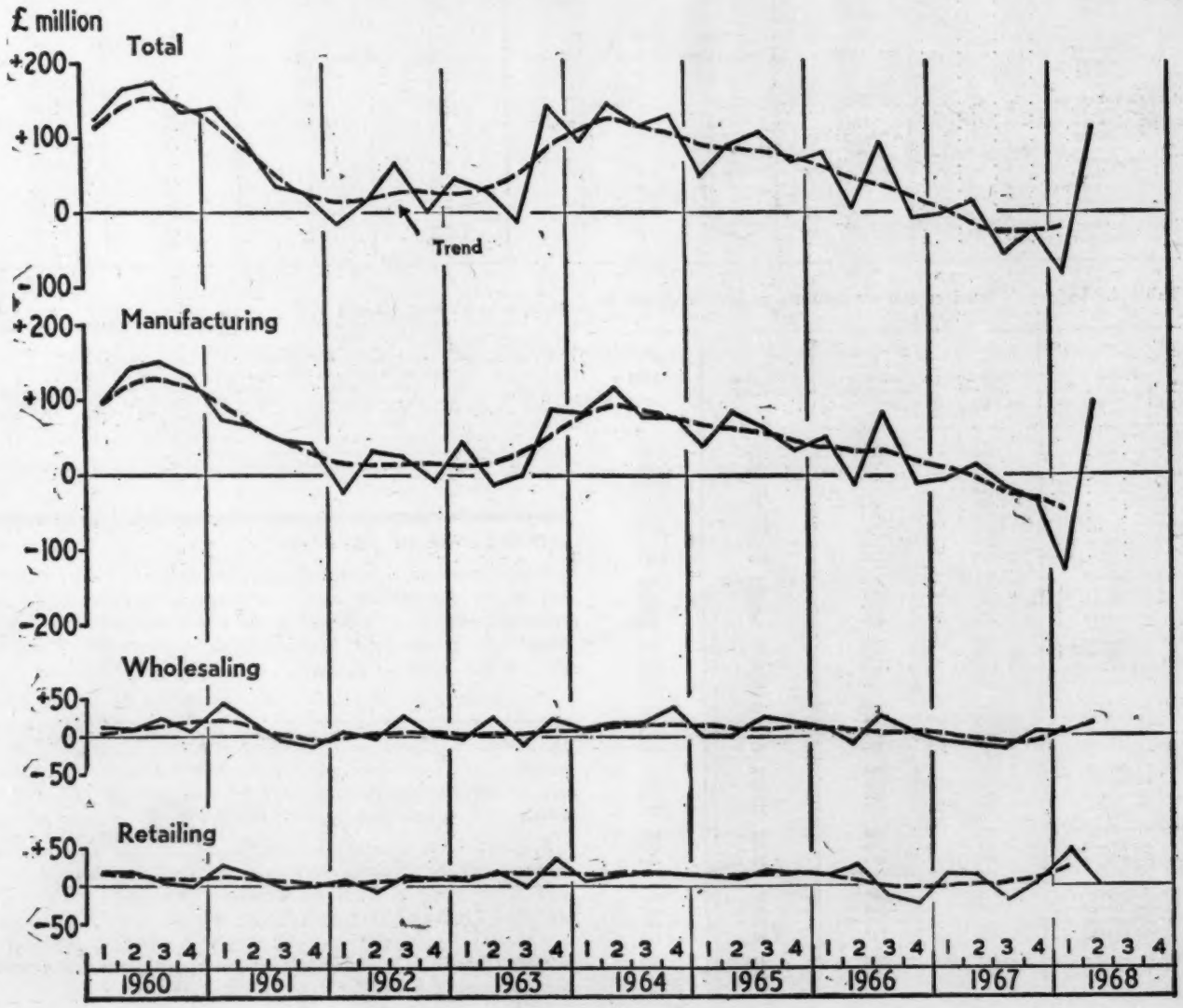


Table 1. Changes in industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1967	6,475	1,065	1,192	8,733
1960	+514	+ 48	+37	+599
1961	+224	+36	+29	+289
1962	+ 22	+21	+14	+ 57
1963	+113	+29	+55	+196
1964	+354	+79	+47	+479
1965	+217	+42	+43	+302
1966	+129	+30	+ 6	+164
1967	— 47	—30	+10	— 67
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+166
3rd quarter	+148	+23	+ 2	+174
4th quarter	+130	+ 6	— 1	+135
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+17	+10	+ 94
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 40	—15	— 2	+ 23
1962 1st quarter	— 24	+ 2	+ 5	— 16
2nd quarter	+ 29	— 6	—10	+ 13
3rd quarter	+ 25	+26	+11	+ 62
4th quarter	— 9	— 1	+ 8	— 2
1963 1st quarter	+ 43	— 4	+ 3	+ 42
2nd quarter	— 14	+22	+18	+ 26
3rd quarter	N/C	—11	— 1	— 12
4th quarter	+ 84	+22	+35	+140
1964 1st quarter	+ 80	+ 9	+ 3	+ 92
2nd quarter	+118	+14	+12	+144
3rd quarter	+ 77	+19	+17	+113
4th quarter	+ 78	+37	+15	+130
1965 1st quarter	+ 39	N/C	+ 9	+ 48
2nd quarter	+ 82	N/C	+ 3	+ 85
3rd quarter	+ 61	+26	+17	+105
4th quarter	+ 35	+17	+14	+ 66
1966 1st quarter	+ 50	+10	+19	+ 79
2nd quarter	— 11	—10	+26	+ 4
3rd quarter	+ 80	+25	—15	+ 90
4th quarter	+ 11	+ 4	—24	— 9
1967 1st quarter	— 8	— 7	+14	— 2
2nd quarter	+ 12	—11	+14	+ 15
3rd quarter	— 18	—16	—20	— 55
4th quarter	— 32	+ 5	+ 2	— 25
1968 1st quarter	—129	+ 3	+46	— 81
2nd quarter	+ 97	+15	N/C	+112

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a], [b], [d]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1967	875	582	463	3,226	660	670	6,475	2,257	2,417	1,801
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 7	+24	—15	+ 70	+17	+27	+129	— 18	+ 26	+120
1967	+18	— 1	—28	+ 2	—26	—11	— 47	— 29	+ 5	— 22
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 40	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 43	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 8	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+10	+ 7	— 4	+ 24	+ 4	+ 9	+ 50	— 1	+ 15	+ 36
2nd quarter	+ 2	+ 8	—21	— 9	+ 3	+ 6	— 11	— 23	+ 3	+ 9
3rd quarter	— 9	+ 4	+21	+ 45	+ 8	+ 9	+ 80	+ 25	+ 8	+ 46
4th quarter	+ 4	+ 5	—11	+ 8	+ 2	+ 4	+ 11	— 19	N/C	+ 30
1967 1st quarter	+ 6	+ 1	— 7	+ 1	—10	+ 1	— 8	— 4	+ 6	— 10
2nd quarter	+ 1	—16	— 3	+ 37	— 4	— 2	+ 12	— 13	+ 1	+ 24
3rd quarter	+14	+23	—10	— 41	+ 7	—10	— 18	— 8	— 3	— 7
4th quarter	— 3	— 8	— 8	+ 5	—18	+ 1	— 32	— 4	+ 1	— 29
1968 1st quarter	+12	—22	— 11	— 79	—16	—13	—129	— 30	— 14	— 85
2nd quarter							+ 97	+ 27	+ 28	+ 43

(Continued on next page)

INDUSTRY'S STOCKS, *continued*

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers [a], [f]

£ million

SIC MLH			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1967
810	General wholesale distributors	1960	+10	+ 8	+17	— 9	+26	
		1961	+37	+ 8	— 1	+17	+26	
		1962	— 1	—13	+17	+ 1	+ 4	
		1963	— 3	+11	—15	+19	+13	
		1964	N/C	+ 4	+ 4	+30	+38	
		1965	— 5	— 2	+16	+ 8	+17	
		1966	+ 9	—10	+23	N/C	+22	
		1967	—15	— 1	—12	+ 9	—19	675
		1968	+ 7					
831	Dealers in coal builders' materials, etc..	1960	— 1	+ 2	+ 2	+ 2	+ 4	
		1961	N/C	+ 3	— 1	— 1	N/C	
		1962	N/C	+ 2	N/C	+ 2	+ 4	
		1963	+ 2	+ 3	— 5	+ 4	+ 4	
		1964	+ 4	+ 1	+ 6	+ 1	+12	
		1965	N/C	— 1	+ 1	+ 5	+ 5	
		1966	+ 4	N/C	— 4	N/C	N/C	
		1967	+ 1	— 6	— 1	N/C	— 6	100
		1968	+ 3					
832	Dealers in industrial materials and machinery	1960	+ 3	— 2	+ 4	+13	+18	
		1961	+ 6	+ 7	— 6	+ 3	+10	
		1962	+ 3	+ 5	+10	— 4	+14	
		1963	— 4	+ 8	+ 9	— 1	+11	
		1964	+ 5	+ 9	+ 9	+ 6	+29	
		1965	+ 4	+ 3	+10	+ 4	+21	
		1966	— 2	— 1	+ 7	— 4	+ 8	
		1967	+ 7	— 4	— 4	— 4	— 5	290
		1968	— 8					
	Total wholesalers	1960	+11	+ 8	+23	+ 6	+48	
		1961	+43	+17	— 9	—15	+36	
		1962	+ 2	— 6	+26	— 1	+21	
		1963	— 4	+22	—11	+22	+29	
		1964	+ 9	+14	+19	+37	+79	
		1965	N/C	N/C	+26	+17	+42	
		1966	+10	—10	+25	+ 4	+30	
		1967	— 7	—11	—16	+ 5	—30	1,065
		1968	+ 3	+15				

Table 4. Changes in value of stocks (at book values) held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1967
Manufacturing (b)	1960	+124	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+138	+185	+116	+154	+593	
	1965	+124	+153	+108	+104	+489	
	1966	+162	+138	+ 69	— 4	+365	
	1967	— 14	+ 21	+ 12	+ 39	+ 58	7,783
	1968	+ 38	+190				
Wholesaling (c)	1960	+ 7	+ 18	+ 53	— 22	+ 56	
	1961	+ 45	+ 19	+ 15	— 36	+ 43	
	1962	+ 7	+ 4	+ 40	— 19	+ 32	
	1963	— 6	+ 23	+ 23	+ 8	+ 48	
	1964	+ 15	+ 32	+ 65	+ 21	+133	
	1965	+ 2	+ 14	+ 62	— 4	+ 74	
	1966	+ 7	+ 10	+ 51	— 20	+ 48	
	1967	— 21	— 9	+ 14	+ 14	— 2	1,250
	1968	+ 17	+ 29				
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 69	— 5	+ 2	N/C	+ 66	
	1966	+ 81	+ 25	— 23	— 39	+ 44	
	1967	+ 66	+ 7	— 41	— 11	+ 21	1,383
	1968	+114	+ 29				
Total (e)	1960	+199	+211	+161	+119	+690	
	1961	+224	+157	+ 52	— 17	+416	
	1962	+ 76	+ 32	+ 51	— 3	+155	
	1963	+119	+ 20	+ 27	+195	+360	
	1964	+208	+230	+187	+191	+815	
	1965	+195	+162	+172	+ 99	+628	
	1966	+250	+173	+ 97	— 62	+458	
	1967	+ 32	+ 19	— 15	+ 42	+ 77	10,416
	1968	+168	+248				

Notes relating to Tables 1-4:
(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) Minimum List Headings 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Table 5. The relationship of manufacturers' stocks to manufacturing production

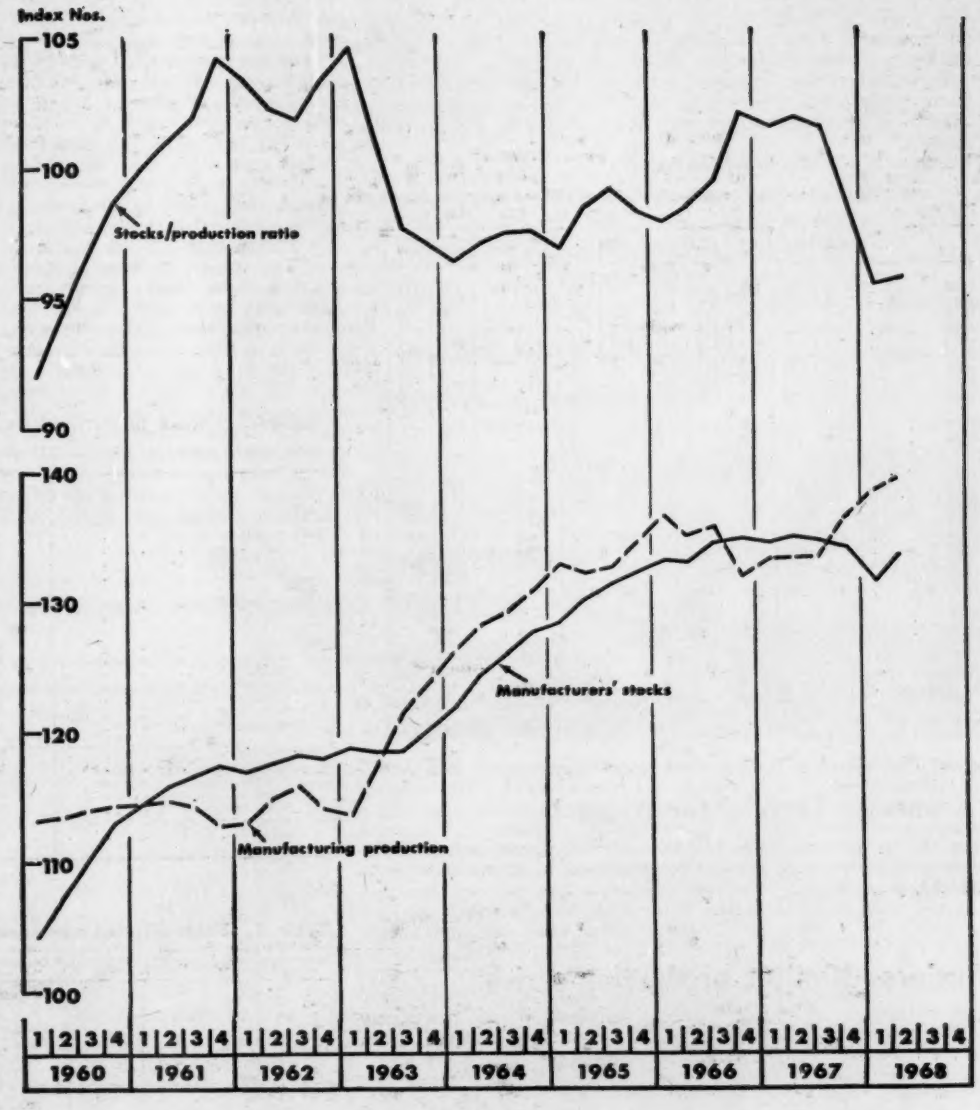
Period (quarters)		Index numbers 4th quarter 1957 = 100 Seasonally adjusted		
		Stock levels (at 1958 prices) (1)	Production (with 1958 net output weight) (1) & (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	128	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·8
	2	133	135	98·4
	3	135	135	99·3
	4	135	132	102·0
1967	1	135	133	101·4
	2	135	133	101·7
	3	134	133	101·4
	4	134	136	98·6
1968	1	131	138	95·3
	2	133	139	95·5

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37s. 6d. (by post 39s.)

Government publications can be purchased from the Government Bookshops in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Retailers' stocks in July

THE VALUE of stocks held by retailers at the end of July showed an increase of 8 per cent compared with July 1967, thus continuing the upward trend shown over the first six months of this year.

In volume terms, retailers' stocks were 4 per cent higher than in the corresponding month in 1967. This increase, the same as in March, is somewhat larger than those shown in the intervening months.

Estimate of changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148					
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2	+2	+5	+5	+6	+6	+8					
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123					
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1	+1	+4	+2	+3	+2	+4					

Note:

Retailers' stocks at end December 1960 were £993 million at current prices.

'Economic Trends' for August

THE MAJOR ARTICLES in the August *Economic Trends* are on Input-output statistics, and Productive potential. It is available from HMSO, price 8s.

Business Monitor production series

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

Production series:

Monthly at £1 a year, post free:

Timber, Softwood, Hardwood and Plywood for July 1968
Trailers for April 1968
Clothing for June 1968
Foam Backing, Foam Laminating and Fabric to Fabric Bonding for June 1968.

Quarterly at 7s. 6d. a year, post free:

Toilet Preparations for January-March 1968.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Retail sales in July

THE VOLUME of retail sales in July was, after allowing for seasonal influences, about the same as the average level in the second quarter of the year: between 3 and 4 per cent lower than in the first quarter.

The seasonally adjusted index in July was 102 (1966=100) following 103 in June, 100 in May and 102 in April. It now appears that the large month-to-month fluctuations in the second quarter were mainly due to random and special seasonal factors and that, since the fall from the high level of the first quarter of the year, there has been little change in the underlying trend of sales.

The volume of sales of food shops was, after seasonal adjustment, slightly lower in July than on average in the second quarter, whereas the volume of sales of non-food shops was slightly higher; sales of durable goods shops and of clothing and footwear shops were, in July, above their average level in the second quarter.

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
2nd quarter	102	101	102
1967 June	101	100	101
July	101	101	100
August	102	102	103
September	102	102	102
October	102	102	102
November	104	103	105
December	105	104	105
1968 January	104	100	108
February	105	101	110
March	107	102	112
April	102	102	103
May	100	101	100
June	103	101	104
July	102	101	103

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
2nd quarter	107	106	108	104	106	110
1967 June	102	101	103	104	100	102
July	102	102	102	101	103	101
August	103	103	104	104	104	105
September	103	103	103	102	106	102
October	104	104	104	99	109	105
November	106	105	106	106	110	105
December	107	107	107	106	111	107
1968 January	108	104	111	108	119	108
February	109	105	113	107	122	111
March	111	106	115	109	128	113
April	107	107	108	106	105	109
May	106	106	105	101	103	108
June	108	106	109	105	106	111
July	108	106	109	107	110	109

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

Clothing and footwear shops

On a seasonally adjusted basis the value of the sales of clothing and footwear shops was, in July, slightly greater than the average level in the second quarter though below the higher level reached in the first quarter of the year. This series is volatile and quite large month-to-month changes are recorded. Compared with July 1967 the value of sales increased by 6 per cent and over the same period prices of clothing and footwear increased by nearly 2 per cent. The sales increase for July was much the same as that which had been recorded in the second quarter – an experience shared by each of the three main groups of shops. Footwear shops and men's and boys' wear shops with increases of 4 per cent compared with July 1967 continued to do less well than women's wear shops which showed an increase of 7 per cent.

Durable goods shops

The seasonally adjusted index of the value of sales of durable goods shops which had fallen from 124 in the first quarter of this year to 106 in the second quarter recovered slightly in July. Compared with July 1967 sales of these shops were 7 per cent higher this year, an increase slightly higher than that of 5 per cent recorded for the second quarter. Prices of goods sold by these shops are estimated to have risen by about 5 per cent between July 1967 and July 1968.

The value of sales of furniture shops increased by 6 per cent compared with a year earlier, a rate of increase much the same as in the second quarter of the year; but other durable goods shops had an increase of 8 per cent, a little above the rate of increase for the second quarter. Within this group electricity showrooms recorded an increase of 10 per cent (against 6 per cent in the second quarter) and radio and electrical goods shops an increase of 8 per cent (against 6 per cent in the second quarter); while the receipts of rental firms increased by 11 per cent in July compared with 6 per cent in the second quarter.

Other non-food shops

On a seasonally adjusted basis the value of sales of this group of shops continued in July at much the same level as in the second quarter. Among the kinds of business included in this group department stores experienced buoyant sales, recording an 11 per cent increase as compared with July 1967, rather higher than the average increase of 7 per cent in the second quarter. It has, however, to be remembered that sales in July 1967 were relatively dull. Mail-order businesses had an increase in sales of 6 per cent in July, but there are large fluctuations in sales experience among these businesses. Sales of miscellaneous non-food shops showed an increase of 8 per cent between July 1967 and July 1968, very much in line with the average increase recorded for the first six months of the year. In some kinds of business, for example leather goods shops and ironmongers and hardware stores, there seemed to be some falling off from the increases recorded earlier in the year.

(Continued on next page)

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

July – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).
Figures for earlier periods appeared in the *Board of Trade Journals of April 5 and August 9, 1968.*

1966 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	107 + 6	106 + 4	112 +10	95 + 2
FOOD SHOPS	105 + 4	103 + 2	113 +10	96 + 2
Grocers	105 + 5 (f)	103 + 1	115 + 8	94 + 2(f
Butchers	99 + 5	..	..	..
Greengrocers, fruiterers	110 — 3	109 — 4	141 + 8	86 —10
Fishmongers, poulterers	97 Nil	..	..	..
Bread and flour confectioners	109 + 6(g)	108 + 5	112 + 9	..
Off-licences	100 + 8	99 + 7	101 + 9	..
Dairymen	111 + 5	..	..	106 + 4
NON-FOOD SHOPS	108 + 7	..	..	..
Clothing and footwear shops	107 + 6	104 + 4	111 + 9	91 — 1
Footwear shops	106 + 4	101 + 5	111 + 4	84 — 2
Men's and boys' wear shops	108 + 4	105 + 3	111 + 6	98 — 3
Women's, girls' and infants' wear, drapery and general clothing shops	106 + 7	105 + 4	111 +11	90 + 1
Large (c)	—	111 + 7	—	—
Medium (c)	—	108 + 4	—	—
Small (c)	—	102 + 4	—	—
Durable goods shops	110 + 7	109 + 6	114 + 8	96 + 2
Furniture shops	108 + 6	109 + 4	104 +11	—
Large (c)	—	110 + 6	—	—
Medium and small (c)	—	109 + 4	—	—
Other durable goods shops	113 + 8	108 + 9	117 + 7	—
Electricity showrooms	131 +10	—	131 +10	—
Gas showrooms	104 + 1	—	104 + 1	—
Radio and television rental specialists	..	..	118 +11	—
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	112 + 8	—	—	—
Miscellaneous non-food shops (b)	109 + 8	..	..	..
Confectioners, tobacconists, newsagents	112 + 8	112 + 8	108 + 7	—
Booksellers, stationers	..	101 +10	..	—
Chemists, photographic goods dealers (d)	115 + 6	113 + 2	119 + 9	104 + 5
Jewellers	103 +11	104 +11	98 +11	—
Leather goods, sports goods, toys and fancy goods shops	100 + 5	..	..	—
Ironmongers and hardware shops	104 + 5	103 + 6	111 + 1	—
Other miscellaneous non-food shops	.. —	100 + 5	—	—
Department stores	123 +11	—	—	—
Mail order businesses	89 + 6	—	—	—

*Rental specialists are no longer included in this kind of business.

EXPORTS ON WHEELS

Cawoods Containers Limited have ordered a further 40 20ft. dry cargo ISO-type containers and 12 40ft. open frame containers with Tilt from Crane Fruehauf Trailers Ltd. Crane Fruehauf are in the process of installing an additional £250,000 container production line at their North Walsham Divisional factory, one of the largest and most modern container plant in the United Kingdom. At the recent International Container Services Exhibition in London, Crane Fruehauf received a single order for 5,000 OCL containers plus the option for a further 1,000.

Direct truck shipments of Triumph spares now take only 30 hours to reach the French distributor, Voitures Paris Nonceau from the factory in Coventry. The specially built Leyland Scammell truck operated by the Transport Division of J. Hickman & Son (Brierley Hill) Limited will carry up to 10 tons of parts on the outward trip – returning every Thursday with parts for reconditioning. The service, using the Southampton-Le Havre roll-on roll-off ferry cuts out dock and customs delays often lasting many weeks. France is the second largest export market in the world for Triumph cars – sales in the first half of the year totalled 4,368, at 31.5 per cent increase over the same period last year, and up to 500 tons of spare parts worth well over £½ million are sold to the French each year.

RETAIL SALES IN JULY, *continued*

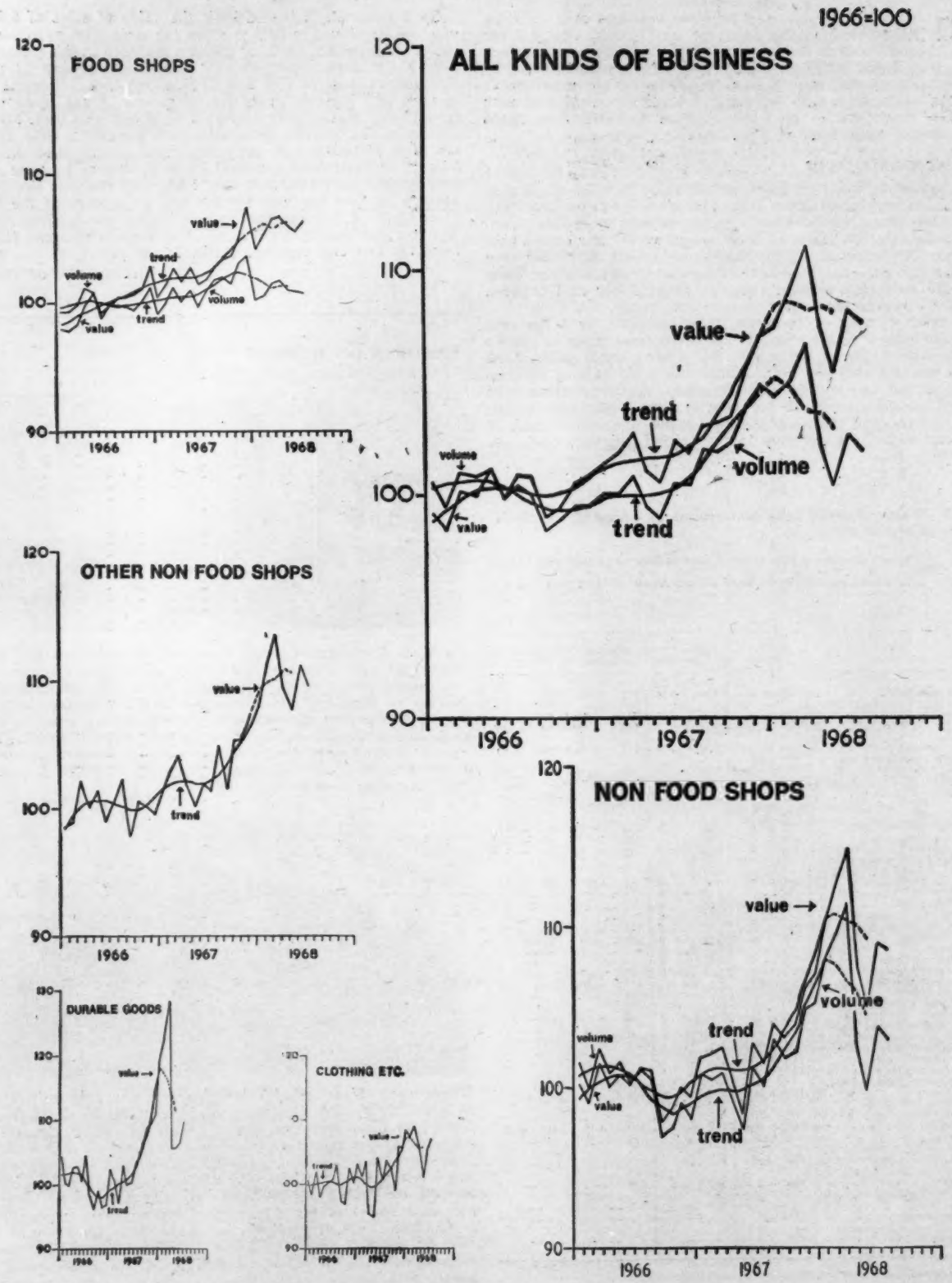


Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)		Food shops (£4,952)		Non-food shops: Total (£6,420)		Clothing and footwear shops (£1,727)	Durable goods shops (£1,176)	Miscellaneous non-food shops (b) (£2,542)	Department stores (£544)	Mail order businesses (£431)
	Value	Volume*	Value	Volume*	Value	Volume*					
1967 Year	103 +3	101 +1	103 +3	101 +1	103 + 3	102 + 2	102 + 2	104 + 4	103 +3	104 + 4	106 + 6
1966 1st quarter	92	93	96	98	88	89	83	96	88	87	88
2nd quarter	97	97	99	99	96	96	98	95	95	92	96
3rd quarter	97	97	98	98	96	96	95	97	99	95	87
4th quarter	114	113	106	106	120	118	124	112	118	125	129
1967 1st quarter	94 +3	93 Nil	100 +4	99 +1	90 + 2	88 — 1	84 + 2	94 — 2	91 +3	88 + 1	93 + 5
2nd quarter	98 +1	97 —1	101 +2	99 Nil	96 Nil	95 — 2	97 — 1	94 — 1	96 +1	93 Nil	101 + 6
3rd quarter	100 +3	98 +2	100 +2	99 +2	99 + 3	98 + 2	97 + 2	102 + 5	101 +2	99 + 4	91 + 4
4th quarter	120 +5	118 +4	111 +4	108 +2	127 + 6	125 + 6	129 + 4	125 +12	123 +5	135 + 8	140 + 8
1968 1st quarter	101 +7	98 +5	103 +4	99 +1	99 +10	97 + 9	89 + 6	116 +24	97 +7	100 +14	102 +10
2nd quarter	104 +6	99 +2	106 +4	100 +1	103 + 7	98 + 3	104 + 6	99 + 5	104 + 9	99 + 7	109 + 8
1968 May	103 +4	98 +1	105 +2	99 —1	102 + 6	97 + 2	101 + 1	99 + 6	103 + 9	99 + 4	113 + 7
June	105 +7	99 +3	105 +5	99 +2	105 +8	99 + 4	108 + 7	99 + 6	105 + 9	99 + 8	111 +14
July	107 +6	101 +2	105 +4	99 Nil	108 + 7	103 + 3	107 + 6	110 + 7	109 +8	123 +11	89 + 6
1968 Year to date†	+6	+3	+4	+1	+ 9	+ 6	+ 6	+13	+8	+10	+ 9

(ii) Analysis by kind of business; value only.

Sales in 1966 – provisional estimates (£ million)	Food shops: Grocers (f) (£2,919)	Butchers (£724)	Greengrocers, fruiterers (£312)	Fishmongers, poulterers (£82)	Bread and flour confectioners (g) (£254)	Off-licences (£217)	Dairymen (£444)	Clothing and footwear shops: Footwear shops (£268)	Men's and boys' wear shops (£362)	Womens' wear shops (£1,097)
1967 Year	103 +3	101 +1	101 +1	99 —1	104 + 4	106 + 6	104 +4	102 + 2	100 Nil	102 + 2
1966 1st quarter	96	101	92	98	97	81	99	79	87	82
2nd quarter	99	96	113	102	99	83	100	105	99	97
3rd quarter	98	96	102	97	100	87	99	97	95	93
4th quarter	106	107	93	103	104	149	102	119	119	127
1967 1st quarter	100 +4	102 +2	96 +4	100 +2	100 + 4	87 + 7	102 +3	81 + 3	87 Nil	84 + 2
2nd quarter	101 +2	98 +2	111 —2	99 —3	103 + 3	87 + 4	105 +5	102 — 3	97 —3	97 Nil
3rd quarter	101 +3	96 —1	103 +1	94 —3	104 + 4	91 + 6	104 +5	99 + 3	97 +2	96 + 2
4th quarter	111 +4	110 +3	93 Nil	103 Nil	110 + 6	157 + 5	108 +5	125 + 5	121 +2	132 + 4
1968 1st quarter	104 +4	106 +3	93 —3	99 —1	105 + 5	97 +11	108 +6	84 + 3	93 +6	89 + 6
2nd quarter	107 +5	101 +3	107 —3	100 +1	111 + 8	92 + 6	107 +2	106 + 4	102 + 5	104 +7
1968 May	105 +3	103 +3	104 —6	97 —1	112 + 6	92 + 5	107 +2	102 — 3	101 +2	102 +2
June	107 +7	98 +4	113 —4	99 —1	106 + 8	93 + 8	107 +2	110 + 4	106 +7	108 +8
July	105 +5	99 +5	110 —3	97 Nil	109 + 6	100 + 8	111 +5	106 + 4	108 +4	106 +7
1968 Year to date†	+5	+4	—3	Nil	+7	+ 9	+4	+ 4	+ 6	+7

Sales in 1966 – provisional estimates (£ million)	Durable goods shops: Furniture shops (£486)	Electricity showrooms (£63)	Gas showrooms (£92)	Radio and television rental specialists‡ (£109)	Radio and electrical goods, etc. shops(e) (£333)	Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£1,030)	Booksellers, stationers‡ (£79)	Chemists, photographic goods dealers (d) (£350)	Jewellers (£116)	Leather goods, sports goods, toys and fancy goods shops (£123)	Ironmongers and hardware shops (£298)	Other miscellaneous non-food shops (h) (£100)
1967 Year	100 Nil	116 +16	108 + 8	109 + 9	108 + 8	103 + 3	105 + 5	103 + 3	104 + 4	102 +2	102 + 2	103 + 3
1966 1st quarter	94	91	95	106	97	94	93	86	78	70	93	95
2nd quarter	99	95	94	98	89	96	84	96	83	84	99	104
3rd quarter	99	98	101	98	94	101	91	102	96	103	98	93
4th quarter	109	115	110	99	120	109	132	117	142	143	110	107
1967 1st quarter	89 — 5	99 + 8	98 + 4	110 + 5	96 Nil	97 + 4	97 +4	87 + 1	79 + 1	72 +3	95 +2	98 + 2
2nd quarter	93 — 6	104 +10	99 + 5	103 + 6	91 + 2	98 + 1	88 +5	96 + 1	83 — 1	83 —2	99 Nil	105 + 1
3rd quarter	98 — 1	116 +19	111 +10	107 +10	104 +10	103 + 2	96 +5	105 + 3	97 + 1	103 +1	101 +2	96 + 3
4th quarter	118 + 9	143 +24	124 +13	115 +16	140 +17	114 + 4	137 +4	123 + 5	158 +11	151 +5	116 + 5	113 + 6
1968 1st quarter	106 +19	154 +56	128 +31	127 +15	122 +27	100 + 3	105 +8	95 + 9	102 +28	76 + 6	101 +7	104 + 6
2nd quarter	99 + 6	110 + 6	101 + 3	109 + 6	96 + 6	106 + 2	93 + 6	104 + 8	92 +11	90 + 9	107 + 9	113 +8
1968 May	102 + 7	111 Nil	106 + 6	99 + 6	94 + 7	102 + 6	94 + 8	101 + 7	92 +12	88 + 6	109 +10	113 +7
June	99 + 5	123 +25	98 + 3	113 + 4	95 + 8	107 + 8	90 + 4	113 + 9	96 +11	91 +10	104 + 8	109 +6
July	108 + 6	131 +10	104 + 1	118 +11	112 + 8	112 + 8	101 +10	115 + 6	103 +11	100 + 5	104 + 5	100 +5
1968 Year to date†	+11	+27	+14	+11	+15	+ 6	+ 7	+ 8	+18	+ 7	+ 8	+7

*Average 1966 prices. ‡Independent retailers only. †January-July. §Multiple retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by July 1968 sales was the four weeks from June 30, 1968 to July 27, 1968, the corresponding period in 1967 was from July 2, 1967 to July 29, 1967. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in July

THE SEASONALLY adjusted index of new instalment credit extended by finance houses was 113 (average 1961=100) in July, following 100 in June, 116 in May and 103 in April. These month-to-month movements do not suggest that, since the fall in new lending following the March Budget, there has been any great change in the underlying trend of business. During the same four months the instalment credit sales of durable goods shops, after allowing for seasonal factors, appear to have shown some small recovery from the marked fall recorded between March and April but the movement in the figures has not been large and there are random irregularities in the series.

There was a small rise in July in the debt owed to finance houses, durable goods shops and department stores but on a seasonally adjusted basis debt continued to fall. The reduction in the four months to the end of July was £38 million, which approximately balanced the increase of £36 million in the preceding four months.

Finance houses

New credit advanced by finance houses in July was 9 per cent less than a year earlier, as compared with a fall of 15 per cent for June.

For new cars a fall of 21 per cent in June compared with a

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1961	100	618	100	289	934	— 11
1962	86	569	105	290	887	— 47
1963	97	614	114	315	959	+ 72
1964	124	754	116	330	1,115	+156
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	147	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
2nd quarter	106	745	93	249	1,021	— 28
1967 September	155	707	101	247	979	+ 10
October	161	723	104	247	995	+ 16
November	167	740	106	247	1,013	+ 18
December	114	742	106	248	1,018	+ 5
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
March	138	769	130	252	1,049	+ 14
April	103	760	89	252	1,040	— 9
May	116	755	91	251	1,034	— 6
June	100	745	*95	249	1,021	— 13
July	113	738	94	246	1,011	— 10
3 months ended April, 1968	127	760	114	252	1,040	+ 15
3 months ended July, 1968	110	738	93	246	1,011	— 29
Percentage change	— 14	—	—18	—	—	—

*Revised figure

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year earlier was followed by a greater fall, 35 per cent, in July. Both decreases were in marked contrast to the previous experience but it is also to be noted that in June 1967 new car business began to revive following some loosening of the hire purchase controls. Lending for used cars was also lower in July than a year earlier.

Debt outstanding to finance houses fell by £7 million, on a seasonally adjusted basis, during July, the fourth consecutive month to show a downward movement in debt following the peak reached at the end of March.

Durable goods shops and department stores

In July, instalment credit sales by durable goods shops were 6 per cent higher than a year earlier, an increase which was similar to the average for May and June, but well below the increases on a year earlier recorded between September 1967 and March 1968.

Instalment credit sales by department stores were 5 per cent higher than a year ago, which is slightly below the increase of 8 per cent recorded between the second quarters of 1967 and 1968.

On a seasonally adjusted basis, the debt owed to durable goods shops and department stores fell by £3 million in the month, making a total fall of £7 million since the end of March.

Other instalment credit retailers

The instalment credit sales of mail-order houses, which account for the greater part of the credit business of this group of traders were 6 per cent higher than a year ago, which followed a 14 per cent increase in June and an 8 per cent increase in the second quarter.

Debt outstanding to this group of shops fell slightly in the month due largely to seasonal factors.

Table 3. Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	By Finance Houses	Total	Repayments	Change in Debt: Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1967	235	689	924	969	— 45	
1965 1st Qtr.	71	185	256	232	+24	+32
2nd Qtr.	71	220	291	237	+54	+25
3rd Qtr.	73	176	249	239	+10	+11
4th Qtr.	91	146	237	244	— 7	+13
1966 1st Qtr.	63	182	245	256	—11	— 2
2nd Qtr.	58	200	258	251	+ 7	—23
3rd Qtr.	53	139	192	242	—50	—47
4th Qtr.	61	100	161	240	—79	—61
1967 1st Qtr.	47	135	182	240	—58	—52
2nd Qtr.	50	174	224	241	—17	—44
3rd Qtr.	57	199	256	246	+10	+12
4th Qtr.	81	181	262	242	+20	+39
1968 1st Qtr.	70	200	270	247	+23	+31
2nd Qtr.	55	180	235	234	+ 1	—28

(a) Durable goods shops and department stores; not including other instalment credit retailers.

Table 2. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239					
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27					
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778					
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044					

Table 2a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 2	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044					
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182					
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226					

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

(Continued on next page)

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HIRE PURCHASE BUSINESS, *continued*

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
2nd quarter	86	+ 4	104	+ 8	110	Nil	201	+ 8	85	+ 2	124	+ 6
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 4	180	+12	61	— 2	110	— 2
March (a)	78	—12	86	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	100	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	234	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24
April	83	+ 1	102	+ 7	108	+ 3	188	+ 2	86	+ 7	119	+ 2
May	88	+ 3	109	+ 5	113	— 4	208	+ 7	88	— 6	128	+ 4
June (a)	87	+ 8	101	+12	109	+ 1	205	+14	83	+ 4	125	+10
July	94	+ 6	116	+ 5	103	Nil	164	+ 6	86	+ 2	117	+ 5

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Radio and electrical, etc., goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
2nd quarter	86	+ 4	71	+ 3	98	+ 6	77	— 4	80	+ 5	80	+ 8	81	+ 3	93	+ 5	72	+ 6
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+28	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58
April	83	+ 1	69	— 1	94	+ 2	75	Nil	81	+ 4	84	+11	78	— 2	87	— 2	70	+ 2
May	88	+ 3	72	+ 2	101	+ 6	78	— 8	81	+ 6	81	+11	81	+ 2	98	+ 3	77	+ 7
June (a)	87	+ 8	72	+ 8	98	+10	77	— 5	80	+ 5	76	+ 2	83	+ 7	95	+13	70	+ 7
July	94	+ 6	81	+ 5	103	+ 7	93	+ 3	86	+ 5	82	+ 9	90	+ 3	102	+ 7	79	+ 3

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

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BOARD OF TRADE

United Kingdom and world exports of manufactures in 1967

BOARD OF TRADE, 1 VICTORIA STREET, LONDON, S.W.1.

United Kingdom and world exports of manufactures in 1967

THIS IS the latest in a series of annual articles which are published in the *Board of Trade Journal*. It examines the development in 1967 of world trade in manufactured goods, and looks at the position of the United Kingdom in relation to the other major exporters. It does not examine trends during 1968.

The value of world exports of manufactured goods[1] rose by 7 per cent in 1967. This was significantly below the increases registered in the previous three years and below the growth rate achieved in the decade 1957 to 1967,

Exports of manufactures

Percentage changes compared with previous year

	1963	1964	1965	1966	1967	Growth rates per cent per annum 1957-67
United Kingdom (a)	+ 7·0	+ 5·6	+ 8·2	+ 7·0	— 1·6	+ 5·0
United States	+ 5·3	+18·7	+ 5·5	+11·4	+ 8·3	+ 7·6
EEC	+ 9·7	+14·5	+12·9	+11·4	+ 6·9	+11·0
Germany (FR)	+10·0	+11·5	+10·5	+13·2	+ 8·1	+10·4
Japan	+13·0	+23·4	+28·2	+16·3	+ 7·9	+21·0
Total main manufacturing countries	+ 8·5	+14·8	+11·7	+11·9	+ 7·1	+10·8

(a) In terms of US$. In terms of sterling the fall was negligible.

This slower growth in total trade of manufactures was largely attributable to a reduction in the increase in exports to the industrial countries, particularly the EEC. The recession in the Federal Republic of Germany and slower growth in economic activity in some of the other EEC countries was responsible for the much slower rise in world exports to the Community, including inter-trade, and the increase of 4 per cent was the smallest year to year change since the last European recession in 1958. Slower economic growth in the United States was also accompanied by a slower rate of increase in imports of manufactures. World exports to Japan expanded strongly, by 31 per cent, and there was a further big increase in exports to the United Kingdom despite the lower level of economic activity throughout most of 1967.

The value of United Kingdom exports of manufactures in 1967 about the same rate as in the previous year. This was above the average for the decade 1957 to 1967, and it was the first time in this period that the increase in exports to primary producers was in step with the increase in exports to industrial countries.

The value of United Kingdom exports of manufacture in 1967 was affected by the dock strike and by devaluation. Nevertheless, when allowance is made for these factors, the general picture remains of a much below-average performance by the United Kingdom compared with the other main manufacturing countries in 1967. The failure of United Kingdom exports of manufactures to rise in 1967 reflected mainly falls in shipments to the sterling area outside Europe, which were most affected by the dock strike, and North America. The decline of 3 per cent in exports to North America was mainly due to falls in exports of textiles and transport equipment; exports of iron and steel and of machinery were up more than those from the other manufacturing countries. The downturn in United Kingdom exports to the non-European sterling countries reflected lower trade in most of the broad groups of commodities, with the exception of iron and steel, which regained a small part of the ground lost in 1966.

All the other main manufacturing countries experienced a slower growth in exports of manufactures last year than in the previous year, and only exports from Canada and the United States, largely under the continued stimulus of the 1965 automotive agreement, were above the growth rate for the decade. Canada showed the biggest increase, 22 per cent, in total exports of manufactures in 1967. Most other countries' exports were about the 8 per cent mark apart from shipments from Belgium/Luxembourg, which were only 2 per cent more than in 1966.

Each of the other manufacturing countries experienced slower growth in their exports to the United States and to the EEC, but they each fared better than the United Kingdom, apart from Sweden, whose exports to the EEC fell by 7 per cent compared with no change in United Kingdom exports to the Common Market countries. Exports from competitive countries also did better than the exports from United Kingdom to the non-European sterling area market, some of them increasing their exports at a higher rate than in 1966, and only the Netherlands showing a fall from the previous year. The better performance by other exporters in the EEC market, compared with the United Kingdom, was not apparent in all of the broad commodity groups. The United Kingdom increased its exports of electrical machinery at about the same rate as the average for all manufacturing countries, and did better than average in exports to this market of transport equipment, and metals and metal manufactures (excluding iron and steel). But the better performance by the other manufacturing countries in the sterling area outside Europe was apparent in all commodity groups.

Markets in industrial countries

Just over two-thirds of world exports of manufactures go to industrial countries. In 1967 the value of this trade increased by 7 per cent, half the rate of growth of the previous year, and the smallest year to year increase since the last European recession in 1958. United Kingdom exports to industrial countries remained at much the same level as in 1966, and our share in these markets fell further. All the main manufacturing countries experienced slower growth of exports to industrial countries in 1967 than in 1966, and in all cases these were the smallest year to year increases since 1958.

Exports to industrial countries in 1967

Percentage changes between 1966 and 1967

From / To	United Kingdom	EEC	United States	Canada	Japan	Total
United Kingdom	—	+14	+10	+ 5	+38	+14
EEC	Nil	+ 5	+ 7	+ 4	— 3	+ 4
United States	— 4	+ 8	—	+28	+ 3	+11
Canada	— 2	+ 3	+11	—	+ 8	+ 9
Japan	+ 26	+43	+21	+116	—	+31
Total	Nil	+ 5	+10	+24	+ 7	+ 7

Exports of manufactures to the United Kingdom rose very sharply in 1967, by 14 per cent. Most of the supplying countries increased their exports to the United Kingdom at a faster rate than in 1966. Exports from Japan were up by 38 per cent, following a rise of 33 per cent in 1966, and there were very marked increases in exports from Sweden and Switzerland.

The rate of growth of exports of manufactures to the United States slowed down considerably in 1967 after three years of rapid growth. About three-quarters of the increase of 11 per cent in 1967 was attributable to the further substantial growth in exports from Canada, the bulk of which was in transport equipment. Exports from Italy and Sweden to the United States also increased substantially, and there was an increase of 10 per cent in shipments

(1) For definition see page iv.

from Germany FR, but every country's exports to this market rose less rapidly in 1967 than in 1966; those from the United Kingdom and France were indeed lower than in 1966.

The rate of increase in exports of manufactures to Canada from all the manufacturing countries was about half that of the previous year. The United States, which supplies about 80 per cent of the total, increased its exports by a little more than the average for all manufacturing countries. Japan also increased her exports to this market, but shipments from the United Kingdom and Germany FR were less than in 1966.

The slower growth in exports to the EEC was experienced by all suppliers, including the member countries themselves. About 70 per cent of total exports of manufactures from the main manufacturing countries to the EEC is accounted for by intra-trade, the next biggest supplier remained the United States, exports from which increased only a little less than in 1966. Exports from the United Kingdom to this market were little changed; those from Japan and Sweden were down by 3 and 7 per cent respectively.

The rise of 5 per cent in exports of manufactures to Continental EFTA from the main manufacturing countries was about the same as in 1966. Over half of these exports came from the EEC, and the rate of growth in these supplies, at 2 per cent, was only about half that for 1966, reflecting the slight fall in exports from Germany FR. Exports from Sweden, United States and Japan increased by 11, 12 and 43 per cent respectively, about double the rates for 1966. Shipments from France also showed a sharper rise than a year earlier. Exports from the United Kingdom rose by 3 per cent, following the above-average increase of 11 per cent in 1966.

The market in Japan for manufactures increased by 31 per cent in 1967, almost double the rate of increase in 1966. About half of these imports are supplied by the United States – although its share has been reduced in recent years. The largest percentage increase in 1967 was in exports from Canada, 116 per cent; exports to this market from Germany FR rose by 48 per cent, and those from the United Kingdom by 26 per cent.

Markets in the primary producing countries

About one-third of the increase of $2,000 million in 1967 in exports from the main manufacturing countries to the primary producers – a term used in this article to cover all countries other than the industrial countries – was attributable to the growth in shipments to the Sino-Soviet Bloc. Exports of manufactures to the Bloc have more than doubled in the last five years compared with an increase of under 50 per cent in the same period in exports to all other primary producers. Each of the manufacturing countries other than Japan shared in this increase in trade in 1967, with the EEC countries pushing up their exports by 35 per cent. Japan's exports fell by 12 per cent. Those from the United Kingdom to this market rose by 11 per cent.

Exports to primary producers in 1967

Percentage changes between 1966 and 1967

To \ From	United Kingdom	EEC	United States	Japan	Total
Non-OECD Sterling Area	— 6	+ 8	+13	+ 4	+ 4
Latin America	+ 4	+ 8	— 2	+ 6	+ 2
Sino-Soviet Bloc	+11	+35	+50	—12	+21
Other countries	— 7	+ 7	+ 8	+17	+ 8
Total	— 4	+12	+ 5	+ 9	+ 7

There were smaller increases in exports to the non-OECD Sterling Area and to Latin America, and the proportion of main manufacturing countries' total exports of manufactures going to these two groups declined further. The share of Latin America as a market for world exports of manufactures has declined from 14.3 per cent in 1957 to 6.6 per cent in 1967; in the same period the non-OECD Sterling Area share as a market fell from 15.3 per cent to 11.2 per cent. Each of the main manufacturing countries increased their exports of manufactures in 1967 to the Sterling Area outside Europe. The largest increases were in exports from Canada and the United States. Shipments from the Federal Republic of Germany were 6 per cent more than in 1966, and those from Japan were up by a further 4 per cent, keeping her share of this market at just over 15 per cent, compared with some 9 per cent ten years earlier. United Kingdom exports to this group of countries fell again, by 6 per cent, and her share of this market was down to 30 per cent compared with about 50 per cent in 1957.

Exports to Latin America registered the smallest increase amongst the markets separately distinguished in Table 7. Shipments to this area from the United Kingdom increased less than those from the main European exporters of manufactures and from Japan, but fared better than exports from Canada and the United States, which fell below the levels of 1966.

A further increase last year of 8 per cent in shipments to the group 'other primary producers' accounted for the bulk of the remainder of the rise in total exports of manufactures to primary producers. Each of the main manufacturing countries, other than the United Kingdom and the Netherlands, shared in this growth in trade. Increases ranged from 2 per cent for Belgium/Luxembourg to 17 per cent for Japan, whose exports have almost doubled in the last three years. United Kingdom exports of manufactures to this heterogeneous group of countries were down by 7 per cent compared with 1966.

Exports of commodities

The slower increase in exports of manufactures in 1967, compared with the rise in 1966 and with the 10-year growth rate, was common to each of the broad groups of commodities other than iron and steel, and transport equipment. Exports of iron and steel, which had fallen by 2 per cent in 1966, rose by 7 per cent last year, slightly more than the 10-year growth rate. Exports of transport equipment also increased more than the longer term rate of growth but by less than in any of the preceding four years.

Exports in 1967

Percentage changes between 1966 and 1967

From	United Kingdom	EEC	Germany (FR)	United States	Japan	Total
Chemicals	+ 4	+11	+12	+ 5	+ 2	+ 8
Textiles	— 6	— 1	+ 7	— 4	— 3	— 2
Iron and Steel	+ 5	+11	+20	+ 1	— 2	+ 7
Machinery and transport equipment	— 5	+ 7	+ 5	+12	+15	+ 9
Other manufactures	+ 3	+ 8	+11	+ 6	+11	+ 7

This development in the commodity pattern of exports of manufactures in 1967 reflected the marked slowing down in the growth of trade between the industrial countries. Exports of each of the broad groups of commodities to the primary producing countries, other than iron and steel, rose less than in 1966, but, after allowing for the effects of the United Kingdom dock strike and devaluation, the differences between the two annual rates of increase were for the most part fairly small. The exceptions were iron and steel, which rebounded sharply from the fall in 1966, and chemicals and transport equipment, which increased at about half the rate of the previous year.

In all commodities groups United Kingdom exports fared worse than the average for all manufacturing countries, even after allowing for the effects of the dock strike and devaluation, although in the case of iron and steel the difference was minimal. United Kingdom exports of engineering products and textiles fell in 1967, the first year to year fall for many years, and the increases in shipments of chemicals and 'other manufactures' were well below their 10-year growth rates.

The recovery in 1967 in world exports of iron and steel owes much to the sharp rebound in shipments to the primary producing countries, particularly the Sino-Soviet Bloc and the Sterling Area outside Europe. About three-quarters of the rise of 5 per cent in exports to the industrial countries was attributable to the very big increases in shipments to Japan and to the United Kingdom, and a further rise in exports to the United States. Each of the major exporting countries, other than Japan, increased their exports of iron and steel ranging from under 1 per cent for the United States to 20 per cent for the German Federal Republic. United Kingdom exports regained most of the ground lost in 1966.

About three-quarters of the above-trend increase of 12 per cent in world exports of transport equipment was due to a further big increase in trade between Canada and the United States. Of the other major manufacturing countries exports from the German Federal Republic fell slightly, those from France and Italy increased, although by less than in 1966, while shipments from Japan rose by 20 per cent. The marginal fall in exports from German FR was attributable to the lower level of shipments to Continental EFTA countries and to the primary producing countries other than Latin America. The increase in Japan's exports went mainly to the EFTA countries and to the non-sterling primary

(Continued on next page)

producers; shipments to North America and the EEC were lower than in 1966. The United Kingdom continued to expand as a market for the exports of transport equipment from the other manufacturing countries, with an increase of 39 per cent last year. Exports from the United Kingdom on the other hand were down by some 10 per cent on 1966; shipments to the EEC countries and to Latin America increased, but those to the other areas were lower.

Each of the major exporters of non-electrical machinery experienced slower growth in 1967 compared with the preceding year, although only exports from the United Kingdom actually fell below the 1966 level. This generally slower growth of exports was due to the marked reduction in the rate of increase in shipments to industrial countries. Only exports to Japan and the United Kingdom of the major markets within the group of industrial countries increased at a faster rate than in 1966. Exports to these two countries have doubled in the last five years. In this period only the United States market has shown a faster rate of growth, exports from third countries to the EEC and Continental EFTA increased by only about one-third, and intra-EEC trade in non-electrical machinery rose by about two-thirds. There was little change in the percentage increase in exports to the primary producing countries in 1967 compared with 1966. A recovery in exports to the Sterling Area outside Europe from the fall experienced in 1966 was counterbalanced by slower growth in exports to the other primary producers. The small fall in United Kingdom exports was due to the decline in shipments to the primary producing countries other than Latin America; exports to industrial countries as a group were slightly higher. This was in contrast with the general experience of the main manufacturing countries, whose exports of manufactures increased more last year to the primary producers than to the industrial countries.

The slower growth in exports of electrical machinery last year was not common to all of the main manufacturing countries. The EEC countries, other than Germany FR, increased their exports at a faster rate than in 1966; the increase of 9 per cent in exports from Germany was little changed from a year earlier. The other main manufacturing countries all increased their exports, but in most cases at a slower rate than in 1966, while shipments from the United Kingdom were a little lower than the year earlier. Exports from all the main manufacturing countries increased by about the same proportion to both the industrial countries and primary producers. The increase in exports to primary producers was in line with that of a year earlier and was largely a reflection of the bigger increases, compared with a year earlier, in exports to these countries from Germany FR and the United States. United Kingdom exports to the industrial countries were up by 3 per cent, a smaller increase than in 1966, but there was a fall of 5 per cent in exports to the primary producing countries.

Main manufacturing countries' exports of chemicals increased by 8 per cent in 1967 compared with nearly 13 per cent in 1966 and a 10-year growth rate of 10 per cent. This slower rate of growth was evident in the exports of each of the main manufacturing countries other than the Benelux countries. It was most marked in Japan's exports, which rose by only 2 per cent last year compared with increases ranging from 21 per cent to 43 per cent in the previous five years. Exports from Germany FR increased by 12 per cent and were almost level by value with those of the leading exporter, the United States. This slowing-down in the rate of growth of world exports of chemicals was attributable to the smaller rise in shipments to both the industrial countries and the primary producers. Although within the group of industrial countries, exports to the United Kingdom increased by more than in 1966. On the other hand exports from the United Kingdom increased by less than a year earlier in common with the average for all the main manufacturing countries. This slower rate of growth in United Kingdom exports reflected the failure of exports of primary producers to expand; those to the industrial countries increased by nearly 8 per cent, much the same as in 1966.

Exports of textiles from the main manufacturing countries were lower in 1967 than in 1966, the first year-to-year fall since 1958. The decline last year reflected decreases in exports from most of the main manufacturing countries, with the exceptions of Germany FR, whose imports rose by 7 per cent, and the Netherlands and Switzerland virtually unchanged. The fall in demand from the industrial countries was responsible for the lower level of exports. Shipments to the primary producers increased by 3 per cent despite little change in the level of exports to the non-OECD Sterling Area. United Kingdom exports of textiles were lower last year to both industrial and primary producer groups of countries, although within each group there were widely varying experiences, with increases in exports to EFTA, Japan, Latin America and the Sino-Soviet Bloc, failing to offset falls elsewhere, such as those of 19 per cent and 12 per cent respectively in shipments to the EEC and the non-OECD Sterling Area.

A cross-analysis of the commodity pattern of exports to the various markets has been used in preparing this article, and copies will be available in due course on written request to Statistics Division (Room D39), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. The figures in the cross-analysis are not fully comparable with those in the tables published in this article, as the adjustments which have been made in the latter to secure comparability over time could not always be carried through to the cross-classified data.

DEFINITIONS

Areas

In this article the *main manufacturing countries* are defined as the United Kingdom, the members of the European Economic Community (i.e. the German Federal Republic, France, Italy, Belgium-Luxembourg and the Netherlands), Sweden, Switzerland, the United States, Canada and Japan. In 1965 these countries supplied 86 per cent of all exports of manufactured goods (excluding exports by the Sino-Soviet Bloc). Exports by this group of countries are often referred to briefly as *world exports* in the article.

France includes the Saar up to June 1959. The *German Federal Republic* includes the Saar from July 1959.

The *European Free Trade Association* comprises the seven full members, i.e. the United Kingdom, Austria, Denmark, Norway, Portugal, Sweden and Switzerland. *Continental EFTA* excludes the United Kingdom. The *European OECD* countries are the members of the EEC and of EFTA (excluding Finland), plus Spain, Greece, Turkey, Iceland and the Irish Republic.

The term *industrial countries* is used to describe all members of the OECD – the European OECD countries plus the United States, Canada and Japan. All other countries (including the Sino-Soviet Bloc) are referred to as *primary producing countries*.

The *Sino-Soviet Bloc* includes the Soviet Union, Eastern Europe (i.e. Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland and Rumania) and the People's Republic of China. *Latin America* comprises the 20 republics listed under this heading in the Overseas Trade Accounts of the United Kingdom.

The *non-OECD Sterling Area* or the *Sterling Area outside* Europe is the Sterling Area less the United Kingdom, Iceland and the Irish Republic. Rhodesia is included in the Sterling Area until 1965, but in 'other countries' in 1966, with resulting discontinuities in the series. (The percentage changes in exports to these markets in 1966 which are shown in the tables were calculated on a consistent basis by first making similar adjustments to the figures for 1965.)

Manufactures

Manufactures or *manufactured goods* are the products defined by Sections 5 to 8 inclusive of the Standard International Trade Classification (Revised). Figures for 1960 and earlier years are not always fully comparable with later figures.

'Special category'

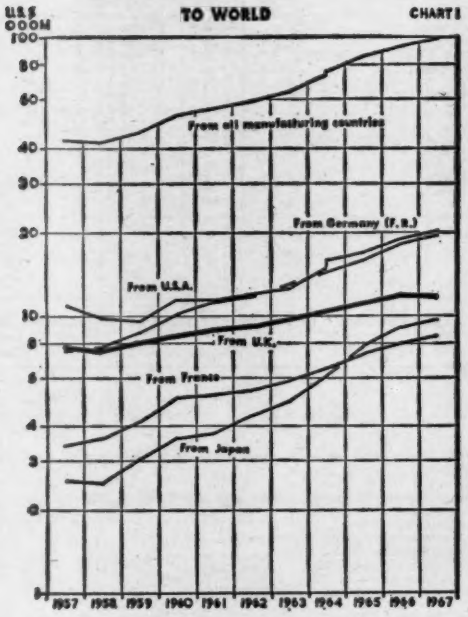
The figures of United States exports (and hence of exports from the main manufacturing countries in total) exclude *'Special Category'* exports, for which no destination information was issued until recently by the United States authorities. Many classes of goods were removed from the Special Category at the beginning of 1965, introducing discontinuities into many of the series. Exports in 1964 of manufactures which were subsequently removed from the Special Category are estimated to have totalled approximately $1,030 million. Goods valued at approximately $185 million had been removed from the Special Category during 1957, so that figures from 1958 onwards are not strictly comparable with those for earlier years.

Growth rates

The growth rates for the decade 1957-67 shown in the tables were obtained from the antilogarithms of the slopes of straight lines fitted by least squares to the logarithms of the annual values of exports, with time as the independent variable. For a discussion of methods of measuring growth, see page xxviii of the article 'United Kingdom and world exports of manufactures in the past decade' in the *Board of Trade Journal* of November 18, 1966.

EXPORTS OF MANUFACTURES

From main exporting countries
(Ratio scales)



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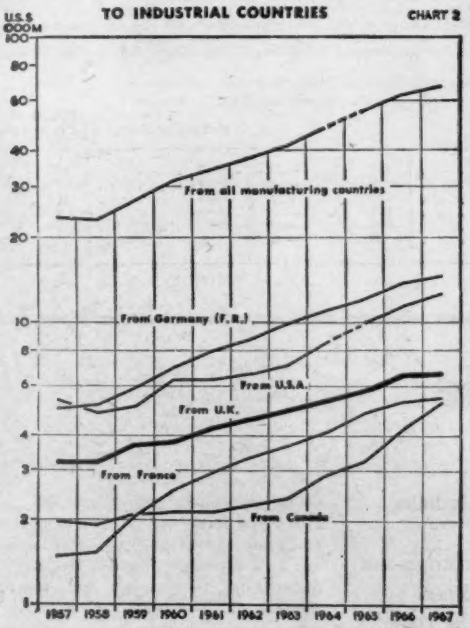
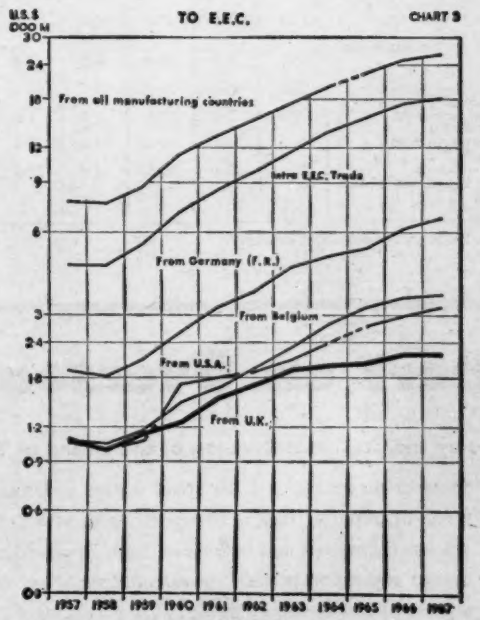
EXPORTS OF MANUFACTURES BY MARKET

From main exporting countries
(Ratio scales)





Charts are continued on page xvi

Table 1. World exports and industrial production

	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967
World exports of manufactures (*a*):											
Value (US $ thousand million) (*b*)	42·6	42·0	45·4	52·4	55·3	58·7	63·7	73·1	82·7	92·6	99·1
Volume (1963 = 100) (*c*)	70	69	75	84	87	93	100	113	124	136	146
World industrial production (*d*):											
Volume (1963 = 100)	76	74	81	86	89	95	100	107	114	123	126
Percentage increase on previous year	3	—3	10	6	3	7	5	7	7	7	2

For notes see this page. For definitions see page iv.

Table 2. Percentage shares of various commodity groups in exports of manufactures in 1957 and 1967

SITC Category	In exports to industrial countries		In exports to primary producers		In exports to all markets	
	From United Kingdom	From main manufacturing countries (*b*)	From United Kingdom	From main manufacturing countries (*b*)	From United Kingdom	From main manufacturing countries (*b*)
1957						
Chemicals (Section 5)	8·3	10·8	10·4	11·6	9·7	11·2
Textiles (Division 65)	11·1	8·5	10·6	10·5	10·7	9·4
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	14·6	21·6	16·5	18·0	15·8	19·9
Iron and steel (Division 67)	6·1	11·5	8·6	11·7	7·6	11·5
Machinery and transport equipment (Section 7)	44·6	37·1	48·7	44·9	47·2	40·8
Non-electrical machinery (Division 71)	19·8	19·2	20·3	19·8	19·5	18·9
Electrical machinery (Division 72)	6·4	5·8	9·3	7·3	8·4	6·8
Transport equipment (Division 73)	18·4	12·1	19·0	17·8	19·3	15·0
Other manufactures (Section 8 and rest of Section 6)	21·4	22·1	13·9	15·0	16·6	18·7
1967						
Chemicals (Section 5)	10·5	11·1	12·9	14·6	11·5	12·2
Textiles (Division 65)	6·1	5·7	5·6	7·0	5·9	6·1
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	13·1	15·8	12·0	13·5	12·6	13·1
Iron and steel (Division 67)	5·3	7·8	5·5	7·6	5·4	7·7
Machinery andtransport equipment (Section 7)	45·7	44·9	53·9	50·2	49·3	46·6
Non-electrical machinery (Division 71)	23·0	19·8	25·9	23·8	24·2	21·1
Electrical machinery (Division 72)	6·5	8·6	10·0	9·8	8·1	9·0
Transport equipment (Division 73)	16·2	16·5	18·0	16·6	17·0	16·5
Other manufactures (Section 8 and rest of Section 6)	24·6	22·4	15·5	14·8	20·6	20·0

For notes see this page. For definitions see page iv.

Table 3. Percentage shares of various markets in exports of manufactures in 1957 and 1967

Exports to:	In 1957		In 1967	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Industrial countries	41·3	54·6	56·1	67·7
OECD Europe	26·7	34·9	38·4	45·1
EFTA (excl. United Kingdom)	9·7	10·9	14·5	11·4
United Kingdom	—	3·8	—	4·5
EEC	14·0	18·1	18·8	26·4
United States	7·7	9·5	11·7	13·4
Canada	6·2	8·5	4·3	7·3
Japan	0·7	1·7	1·7	1·9
Primary producing countries	58·7	45·4	43·9	32·3
Latin America	5·5	14·3	3·5	6·6
Non-OECD Sterling area	42·2	15·3	27·9	11·2
Sino-Soviet Bloc	1·7	2·2	4·2	3·7
Other countries	9·3	13·6	8·2	10·8

For notes see this page. For definitions see page iv.

Table 4. Growth rates per cent per annum in exports of groups of commodities, 1957-67

Exports of	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	+6·7	+10·3
Textiles (Division 65)	—0·2	+ 5·7
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	+2·3	+ 6·9
Iron and steel (Division 67)	+1·4	+ 5·9
Machinery and transport equipment (Section 7)	+5·3	+10·8
Non-electrical machinery (Division 71)	+7·2	+10·8
Electrical machinery (Division 72)	+4·8	+12·7
Transport equipment (Division 73)	+3·2	+ 9·7
Other manufactures (Section 8 and rest of Section 6)	+7·7	+10·2
Total manufactures	+5·0	+ 9·5

For notes see this page. For definitions see page iv.

NOTES TO TABLES

(a) Exports of manufactures by the main manufacturing countries (see Definitions).

(b) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the growth rates of and percentage changes in exports of all manufactures to the World. Certain of the commodity categories distinguished in Table 8 are not affected by the discontinuity, and for these no horizontal line is shown between 1964 and 1965. Where a percentage change for 1965 compared with 1964 is shown for a detailed commodity category in Table 8 together with a discontinuity line, it has been calculated from figures which *include* all Special Category exports in both years. Where no percentage change is shown, this information is not available. The value of world exports of manufactures in 1964, excluding only those goods which would have been classed as Special Category in 1965, was approximately US $74·1 thousand million.

(c) Source: UN *Monthly Bulletin of Statistics*, Special Table D.

(d) Production of the industrial countries (see Definitions). Source: OECD *Main Economic Indicators*.

(e) Figures for 1960, 1961 and 1962 include some estimation.

(f) Including exports of cotton fabrics from India, as follows:

Millions of US dollars: percentage change on a year earlier in italics

1957	135	*+13*	1963	104	*+ 8*
1958	98	*—28*	1964	120	*+15*
1959	129	*+32*	1965	119	*— 1*
1960	123	*— 5*	1966	92	*—22*
1961	102	*—17*	1967	89	*— 2*
1962	96	*— 6*			

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Table 5. Exports of manufactures by the main manufacturing countries

Exporter	Percentage changes on a year earlier											*Growth Rates per cent per annum* 1957-67	1967 value US $ *million*
	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967		
United Kingdom	+ 5·2	— 2·2	+ 5·9	+ 6·4	+ 4·6	+ 2·2	+ 7·0	+ 5·6	+ 8·2	+ 7·0	— 1·6	+ 5·0	11,786
EEC	+13·3	+ 4·0	+13·0	+18·8	+ 9·0	+ 6·2	+ 9·7	+14·5	+12·9	+11·4	+ 6·9	+11·0	44,908
German Federal Republic	+18·2	+ 4·1	+11·6	+16·8	+10·6	+ 4·7	+10·0	+11·5	+10·5	+13·2	+ 8·1	+10·4	19,480
Belgium-Luxembourg	— 0·2	— 3·2	+ 9·5	+14·3	+ 3·4	+ 9·9	+ 9·8	+18·4	+14·8	+ 7·7	+ 2·4	+ 9·8	5,744
France	+13·2	+ 6·0	+15·4	+21·4	+ 2·9	+ 3·6	+ 8·2	+10·8	+13·1	+ 8·7	+ 6·1	+ 9·5	8,450
Italy	+19·1	+ 6·5	+16·5	+34·4	+16·7	+11·4	+10·3	+20·2	+20·3	+14·3	+ 8·9	+16·6	6,981
Netherlands	+ 9·8	+ 8·6	+16·0	+12·2	+ 9·0	+ 6·4	+10·7	+22·9	+ 9·6	+ 9·5	+ 6·4	+11·4	4,253
Sweden	+14·8	+ 5·3	+ 7·8	+17·9	+11·9	+10·9	+10·2	+13·8	+ 9·8	+11·4	+ 8·9	+11·4	3,328
Switzerland	+ 8·5	— 1·3	+ 8·7	+11·3	+ 8·8	+ 8·4	+ 8·1	+9·7	+11·9	+10·6	+ 6·7	+ 9·0	3,181
United States (b)	+11·1	— 9·8	— 1·5	+17·8	+ 0·1	+ 5·1	+ 5·3	+18·7	+ 5·5	+11·4	+ 8·3	+ 7·6	20,297
Canada	+ 4·7	— 5·1	+ 7·1	+ 5·3	+ 0·2	+ 4·5	+ 7·4	+21·3	+10·8	+26·5	+22·4	+20·8	5,886
Japan	+16·4	— 1·1	+20·8	+18·8	+ 4·5	+15·6	+13·0	+23·4	+28·2	+16·3	+ 7·9	+21·0	9,759
Total (b)	+10·8	— 1·6	+ 8·2	+15·4	+ 5·5	+ 6·1	+ 8·5	+14·8	+11·7	+11·9	+ 7·1	+10·8	99,145

For notes see page vi. For definitions see page iv.

Table 6. Changes in exports of groups of commodities to various markets, 1966-67

	To European OECD				To North America			
	Percentage change 1966 to 1967		1967 exports US $ million		Percentage change 1966 to 1967		1967 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	+ 9·2	+ 9·9	565	5,801	— 5·1	+ 0·8	94	1,171
Textiles (Division 65)	— 5·3	— 3·9	289	3,081	—14·4	—11·4	91	703
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	+ 1·9	+ 0·8	602	7,021	+ 1·5	+ 5·2	237	3,348
Iron and steel (Division 67)	+ 0·4	+ 4·9	212	3,533	+ 5·0	+ 2·4	125	1,615
Machinery and transport equipment (Section 7)	+ 0·6	+ 6·9	2,076	19,013	— 7·5	+18·0	877	10,326
Non-electrical machinery (Division 71)	— 2·5	+ 5·0	1,039	8,991	+10·1	+ 8·8	432	3,743
Electrical machinery (Division 72)	+ 1·1	+ 7·9	315	3,986	+ 8·8	+ 8·2	109	1,659
Transport equipment (Division 73)	+ 5·0	+ 9·2	722	6,036	—26·1	+30·4	336	4,923
Other manufactures (Section 8 and rest of Section 6)	+ 0·8	+ 5·6	997	9,790	+ 2·6	+ 5·7	586	4,938
Total manufactures	+ 1·4	+ 5·2	4,528	44,707	— 3·7	+10·4	1,884	20,486

	To Industrial Countries				To Primary Producers			
	Percentage change 1966 to 1967		1967 exports US $ million		Percentage change 1966 to 1967		1967 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	+ 7·6	+ 9·1	691	7,426	— 0·3	+ 6·2	669	4,667
Textiles (Division 65)	— 6·3	— 4·9	401	3,848	— 4·5	+ 3·2	289	2,239
Base metals and miscellaneous metal manufactures (Division 67, 68 and 69, excluding Group 681)	+ 3·1	+ 3·4	868	10,619	+ 0·7	+ 6·8	620	4,317
Iron and steel (Division 67)	+ 5·4	+ 5·4	349	5,223	+ 4·4	+11·3	283	2,437
Machinery and transport equipment (Section 7)	— 1·7	+10·8	3,024	30,156	— 7·9	+ 6·5	2,790	16,076
Non-electrical machinery (Division 71)	+ 1·2	+ 7·0	1,520	13,281	— 5·8	+ 9·1	1,338	7,627
Electrical machinery (Division 72)	+ 3·3	+ 8·4	432	5,793	— 5·4	+ 8·0	519	3,124
Transport equipment (Division 73)	— 7·3	+17·1	1,072	11,082	—12·1	+ 2·1	933	5,326
Other manufactures (Section 8 and rest of Section 6)	+ 2·2	+ 6·1	1,630	15,064	+ 3·3	+ 8·3	804	4,731
Total manufactures	+ 0·5	+ 7·3	6,614	67,114	— 4·2	+ 6·5	5,172	32,031

	To Non-OECD Sterling Area				To World			
	Percentage change 1966 to 1967		1967 exports US $ million		Percentage change 1966 to 1967		1967 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	+ 0·3	+ 7·7	403	1,467	+ 3·5	+ 7·9	1,361	12,094
Textiles (Section 65)	—11·6	+ 0·6	192	944	— 5·3	— 2·1	690	6,087
Base metals and miscellaneous metal manufactures (Division 67, 68 and 69, excluding Group 681)	— 2·9	+10·4	356	1,312	+ 2·1	+ 4·4	1,488	14,936
Iron and steel (Division 67)	+ 3·4	+14·7	160	664	+ 4·9	+ 7·2	632	7,661
Machinery and transport equipment (Section 7)	— 9·1	+ 0·9	1,828	5,556	— 4·8	+ 9·3	5,814	46,232
Non-electrical machinery (Division 71)	— 6·8	+ 3·5	758	2,465	— 2·2	+ 7·8	2,858	20,908
Electrical machinery (Division 72)	— 4·6	— 1·1	399	1,166	— 1·6	+ 8·3	951	8,917
Transport equipment (Division 73)	—13·9	— 1·1	671	1,926	— 9·6	+11·8	2,005	16,408
Other manufactures (Section 8 and rest of Section 6)	+ 0·1	+ 7·0	514	1,834	+ 2·6	+ 6·6	2,433	19,795
Total manufactures	— 6·3	+ 3·7	3,293	11,114	— 1·6	+ 7·1	11,786	99,145

For notes see page vi. For definitions see page iv.

Table 7. Exports of manufactures by market

Millions of US dollars: percentage change on a year earlier in italics

Market \ Exporter		United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands (e)	
World	1957	7,769	+ 5	16,522	+13	7,467	+18	2,532	Nil	3,410	+13	1,620	+19	1,493	+10
	1958	7,600	— 2	17,184	+ 4	7,771	+ 4	2,450	— 3	3,615	+ 6	1,726	+ 7	1,622	+ 9
	1959	8,050	+ 6	19,422	+13	8,675	+12	2,683	+10	4,173	+17	2,010	+17	1,881	+16
	1960	8,566	+ 6	23,074	+19	10,129	+17	3,068	+14	5,064	+21	2,702	+34	2,111	+12
	1961	8,956	+ 5	25,044	+ 9	11,207	+11	3,173	+ 3	5,211	+ 3	3,153	+17	2,300	+ 9
	1962	9,157	+ 2	26,588	+ 6	11,738	+ 5	3,488	+10	5,400	+ 4	3,514	+11	2,448	+ 6
	1963	9,797	+ 7	29,168	+10	12,910	+10	3,830	+10	5,841	+ 8	3,877	+10	2,710	+11
	1964	10,345	+ 6	33,395	+14	14,394	+12	4,535	+18	6,474	+11	4,661	+20	3,331	+23
	1965	11,193	+ 8	37,696	+13	15,906	+11	5,204	+15	7,325	+13	5,608	+20	3,652	+10
	1966	11,980	+ 7	41,993	+11	18,013	+13	5,607	+ 8	7,962	+ 9	6,412	+14	3,999	+10
	1967	11,786	— 2	44,908	+ 7	19,480	+ 8	5,744	+ 2	8,450	+ 6	6,981	+ 9	4,253	+ 6
Industrial countries	1957	3,209	+ 5	10,229	+11	4,968	+15	1,835	— 2	1,491	+ 7	921	+21	1,013	+12
	1958	3,179	— 1	10,438	+ 2	5,060	+ 2	1,763	— 4	1,531	+ 3	933	+ 1	1,151	+14
	1959	3,711	+17	12,647	+21	5,875	+16	2,108	+20	2,075	+36	1,233	+32	1,357	+18
	1960	3,807	+ 3	15,154	+20	6,916	+18	2,421	+15	2,549	+23	1,667	+35	1,601	+18
	1961	4,248	+12	17,194	+13	7,919	+15	2,621	+ 8	2,925	+15	2,000	+20	1,729	+ 8
	1962	4,605	+ 8	19,176	+12	8,656	+ 9	2,952	+13	3,338	+14	2,325	+16	1,905	+10
	1963	4,962	+ 8	21,613	+13	9,837	+14	3,331	+13	3,662	+10	2,604	+12	2,179	+14
	1964	5,346	+ 8	24,980	+16	10,966	+11	3,953	+19	4,111	+12	3,210	+23	2,741	+26
	1965	5,797	+ 8	28,280	+13	12,021	+10	4,538	+15	4,831	+18	3,932	+23	2,958	+ 8
	1966	6,583	+14	31,721	+12	13,747	+14	4,905	+ 8	5,293	+10	4,554	+16	3,223	+ 9
	1967	6,614	Nil	33,433	+ 5	14,659	+ 7	4,994	+ 2	5,487	+ 4	4,874	+ 7	3,420	+ 6
OECD countries in Europe	1957	2,077	+ 5	8,617	+11	4,214	+14	1,526	Nil	1,260	+ 7	718	+23	899	+17
	1958	1,996	— 4	8,709	+ 1	4,279	+ 2	1,445	— 5	1,235	— 2	719	Nil	1,031	+15
	1959	2,220	+11	10,158	+17	4,795	+12	1,629	+13	1,605	+30	921	+28	1,208	+17
	1960	2,424	+ 9	12,767	+26	5,826	+21	2,026	+24	2,151	+34	1,300	+41	1,464	+21
	1961	2,928	+21	14,747	+16	6,793	+17	2,224	+10	2,510	+17	1,629	+25	1,591	+ 9
	1962	3,273	+12	16,506	+12	7,425	+ 9	2,514	+13	2,913	+16	1,897	+16	1,757	+10
	1963	3,618	+11	18,800	+14	8,526	+15	2,892	+15	3,249	+12	2,120	+12	2,013	+15
	1964	3,876	+ 7	21,784	+16	9,474	+11	3,460	+20	3,625	+12	2,688	+27	2,538	+26
	1965	4,091	+ 6	24,490	+12	10,294	+ 9	3,944	+14	4,205	+16	3,301	+23	2,746	+ 8
	1966	4,466	+ 9	27,233	+11	11,608	+13	4,273	+ 8	4,594	+ 9	3,796	+15	2,962	+ 8
	1967	4,528	+ 1	28,500	+ 5	12,255	+ 6	4,357	+ 2	4,770	+ 4	3,995	+ 5	3,123	+ 5
European Free Trade Association (including United Kingdom)	1957	750	+ 2	3,649	+12	2,125	+15	414	— 3	498	+ 3	287	+25	325	+16
	1958	736	— 2	3,740	+ 2	2,267	+ 7	372	—10	451	— 9	283	— 1	367	+13
	1959	827	+12	4,293	+15	2,507	+11	423	+14	567	+26	359	+27	437	+19
	1960	902	+ 9	5,320	+24	3,064	+22	504	+19	765	+35	485	+35	502	+15
	1961	1,063	+18	5,851	+10	3,411	+11	527	+ 5	782	+ 2	592	+22	539	+ 7
	1962	1,154	+ 9	6,064	+ 4	3,499	+ 3	500	— 5	886	+13	626	+ 6	553	+ 3
	1963	1,208	+ 5	6,324	+ 4	3,694	+ 6	516	+ 3	921	+ 4	628	Nil	565	+ 2
	1964	1,376	+14	7,191	+14	4,153	+12	575	+11	1,054	+14	766	+22	644	+14
	1965	1,503	+ 9	7,873	+ 9	4,582	+10	650	+13	1,126	+ 7	841	+10	675	+ 5
	1966	1,661	+11	8,251	+ 5	4,812	+ 5	657	+ 1	1,147	+ 2	937	+11	697	+ 3
	1967	1,705	+ 3	8,586	+ 4	4,879	+ 1	674	+ 3	1,247	+ 9	1,029	+10	757	+ 9
United Kingdom	1957	—	—	744	+ 5	308	+13	126	—13	133	— 6	78	+20	99	+11
	1958	—	—	744	Nil	314	+ 2	119	— 6	112	—16	88	+14	111	+12
	1959	—	—	919	+24	361	+15	151	+27	140	+25	128	+45	139	+25
	1960	—	—	1,194	+30	473	+31	165	+ 9	215	+53	164	+28	177	+27
	1961	—	—	1,204	+ 1	477	+ 1	157	— 5	192	—11	195	+19	183	+ 4
	1962	—	—	1,179	— 2	441	— 8	156	Nil	199	+ 4	175	—10	208	+14
	1963	—	—	1,285	+ 9	498	+13	190	+22	226	+14	170	— 3	201	— 4
	1964	—	—	1,515	+18	609	+22	202	+ 6	256	+13	217	+28	231	+15
	1965	—	—	1,569	+ 4	641	+ 5	211	+ 5	278	+ 9	222	+ 2	217	— 6
	1966	—	—	1,738	+10	719	+12	226	+ 7	293	+ 5	260	+17	240	+10
	1967	—	—	1,975	+14	792	+10	241	+ 6	346	+18	300	+15	296	+24
European Economic Community	1957	1,086	+10	4,585	+11	1,901	+16	1,079	+ 1	695	+10	348	+19	562	+17
	1958	994	— 8	4,550	— 1	1,820	— 4	1,035	— 4	702	+1	357	+ 3	636	+13
	1959	1,132	+14	5,454	+20	2,087	+15	1,161	+12	975	+39	484	+36	747	+18
	1960	1,251	+11	7,055	+29	2,603	+25	1,476	+27	1,312	+35	723	+49	941	+26
	1961	1,524	+22	8,403	+19	3,209	+24	1,644	+11	1,610	+23	922	+28	1,018	+ 8
	1962	1,719	+13	9,779	+16	3,666	+14	1,945	+18	1,856	+15	1,145	+24	1,167	+15
	1963	1,942	+13	11,648	+19	4,505	+23	2,307	+19	2,105	+13	1,334	+17	1,396	+20
	1964	2,017	+ 4	13,627	+17	4,942	+10	2,813	+22	2,325	+10	1,721	+29	1,827	+31
	1965	2,044	+ 1	15,335	+13	5,259	+ 6	3,192	+13	2,751	+18	2,160	+26	1,973	+ 8
	1966	2,210	+ 8	17,434	+14	6,193	+18	3,510	+10	3,059	+11	2,516	+16	2,156	+ 9
	1967	2,214	Nil	18,311	+ 5	6,745	+ 9	3,585	+ 2	3,128	+ 2	2,603	+ 3	2,250	+ 4
United States	1957	596	— 1	1,264	+ 7	558	+22	247	—14	187	+ 9	177	+14	95	—18
	1958	685	+15	1,409	+11	600	+ 7	271	+ 9	248	+33	189	+ 7	101	+ 6
	1959	921	+34	2,085	+48	862	+44	423	+56	402	+62	278	+48	120	+19
	1960	791	—14	1,942	— 7	849	— 1	335	—21	331	—18	322	+15	105	—13
	1961	680	—14	1,908	— 2	818	— 4	334	Nil	342	+ 3	316	— 2	98	— 7
	1962	782	+15	2,117	+11	910	+11	378	+13	351	+ 3	371	+17	107	+ 9
	1963	823	+ 5	2,218	+ 5	989	+ 9	370	— 2	332	— 6	406	+ 9	121	+13
	1964	879	+ 7	2,501	+13	1,133	+15	416	+12	383	+15	429	+ 6	141	+16
	1965	1,108	+26	3,053	+22	1,360	+20	500	+20	504	+32	535	+25	153	+ 9
	1966	1,442	+30	3,661	+20	1,709	+26	539	+ 8	562	+11	649	+21	201	+31
	1967	1,379	— 4	3,941	+ 8	1,876	+10	543	+ 1	555	— 1	751	+16	216	+ 7

For notes see page vi. For definitions see page iv.

Table 7. Exports of manufactures by market, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (b)		Canada		Japan		Total (b)		Exporter / Market		
1,200	+15	1,437	+ 9	10,831	+11	2,350	+ 5	2,538	+16	42,647	+11	1957	World	
1,263	+ 5	1,419	— 1	9,772	—11	2,231	— 5	2,509	— 1	41,978	— 2	1958		
1,361	+ 8	1,543	+ 9	9,630	— 1	2,390	+ 7	3,032	+21	45,428	+ 8	1959		
1,604	+18	1,722	+12	11,338	+18	2,517	+ 5	3,601	+19	52,422	+15	1960		
1,795	+12	1,873	+ 9	11,348	Nil	2,521	Nil	3,764	+ 5	55,301	+ 5	1961		
1,991	+11	2,031	+ 8	11,926	+ 5	2,634	+ 4	4,350	+16	58,677	+ 6	1962		
2,195	+10	2,196	+ 8	12,556	+ 5	2,829	+ 7	4,917	+13	63,658	+ 8	1963		
2,499	+14	2,410	+10	14,906	+19	3,432	+21	6,069	+23	73,056	+15	1964		
2,745	+10	2,696	+12	16,830	+ 5	3,802	+11	7,779	+28	82,740	+12	1965		
3,057	+11	2,981	+11	18,741	+11	4,809	+26	9,047	+16	92,608	+12	1966		
3,328	+ 9	3,181	+ 7	20,297	+ 8	5,886	+22	9,759	+ 8	99,145	+ 7	1967		
798	+14	1,000	+ 7	5,321	+ 8	1,978	+ 2	764	+20	23,299	+ 9	1957	Industrial countries	
824	+ 3	995	— 1	4,669	—12	1,918	— 3	825	+ 8	22,848	— 2	1958		
922	+12	1,099	+10	5,008	+ 7	2,083	+ 9	1,213	+47	26,683	+17	1959		
1,086	+18	1,222	+11	6,298	+26	2,130	+ 2	1,369	+13	31,066	+16	1960		
1,268	+17	1,348	+10	6,293	Nil	2,135	Nil	1,416	+ 3	33,902	+ 9	1961		
1,396	+10	1,500	+11	6,604	+ 5	2,266	+ 6	1,810	+28	37,357	+10	1962		
1,596	+14	1,637	+ 9	7,122	+ 8	2,399	+ 6	2,009	+11	41,338	+11	1963		
1,837	+15	1,787	+ 9	8,472	+19	2,895	+21	2,530	+26	47,846	+16	1964		
2,063	+12	2,002	+12	9,968	..	3,264	+13	3,368	+33	54,742	..	1965		
2,288	+11	2,186	+ 9	11,449	+15	4,235	+30	4,075	+21	62,536	+14	1966		
2,474	+ 8	2,358	+ 8	12,620	+10	5,259	+24	4,357	+ 7	67,114	+ 7	1967		
709	+15	788	+ 8	1,979	+13	489	+15	211	+44	14,870	+11	1957	OECD countries in Europe	
720	+ 2	803	+ 2	1,787	—10	550	+13	181	—14	14,746	— 1	1958		
772	+ 7	872	+ 8	1,948	+ 9	469	—15	203	+12	16,642	+13	1959		
933	+21	992	+14	3,146	+61	612	+30	303	+49	21,177	+27	1960		
1,129	+21	1,102	+11	3,066	— 3	553	— 9	391	+29	23,918	+13	1961		
1,235	+ 9	1,227	+11	3,256	+ 6	548	— 1	463	+18	26,508	+11	1962		
1,409	+14	1,337	+ 9	3,592	+10	579	+ 6	531	+15	29,866	+13	1963		
1,608	+14	1,459	+ 9	4,294	+20	720	+24	671	+26	34,413	+15	1964		
1,797	+12	1,631	+12	4,981	..	702	— 3	840	+25	38,532	..	1965		
1,947	+ 8	1,735	+ 6	5,377	+ 8	721	+ 3	1,029	+23	42,508	+10	1966		
2,075	+ 7	1,87g	+ 8	5,787	+ 8	738	+ 2	1,202	+17	44,707	+ 5	1967		
460	+16	231	+12	712	+10	345	Nil	105	+88	6,252	+10	1957	European Free Trade Association	
491	+ 7	232	Nil	636	—11	324	— 6	80	—24	6,239	Nil	1958	(including United Kingdom)	
529	+ 8	261	+13	740	+16	342	+ 6	97	+21	7,089	+14	1959		
632	+19	298	+14	1,282	+73	431	+26	138	+42	9,003	+27	1960		
753	+19	330	+11	1,095	—15	400	— 7	179	+30	9,671	+ 7	1961		
795	+ 6	370	+12	1,119	+ 2	392	— 2	199	+11	10,093	+ 4	1962		
928	+17	401	+ 8	1,202	+ 7	403	+ 3	201	+ 1	10,667	+ 6	1963		
1,090	+17	482	+20	1,568	+30	517	+28	320	+59	12,545	+18	1964		
1,234	+13	548	+14	1,801	..	492	— 5	380	+19	13,831	..	1965		
1,327	+ 8	599	+ 9	1,870	+ 4	513	+ 4	469	+23	14,690	+ 6	1966		
1,518	+14	703	+17	2,063	+10	529	+ 3	661	+41	15,765	+ 7	1967		
111	+13	76	+ 9	334	+20	316	— 1	31	+60	1,612	+ 8	1957	United Kingdom	
110	Nil	78	+ 3	313	— 6	296	— 6	20	—33	1,561	— 3	1958		
118	+ 7	89	+14	339	+ 8	304	+ 3	32	+55	1,801	+15	1959		
144	+22	102	+15	711	+110	388	+27	44	+39	2,583	+43	1960		
171	+19	111	+ 9	549	—23	360	— 7	62	+41	2,457	— 5	1961		
166	— 3	121	+ 9	539	— 2	355	— 1	83	+34	2,443	— 1	1962		
201	+21	137	+13	617	+14	361	+ 2	90	+ 8	2,692	+10	1963		
239	+19	170	+24	886	+43	467	+29	127	+40	3,403	+26	1964		
258	+ 8	194	+14	1,014	..	437	— 6	123	— 3	3,595	..	1965		
285	+11	198	+ 2	1,052	+ 4	455	+ 4	164	+33	3,891	+ 8	1966		
348	+22	246	+24	1,158	+10	477	+ 5	226	+38	4,431	+14	1967		
260	+ 8	520	+ 5	1,060	+11	135	+78	87	+45	7,733	+12	1957	European Economic Community	
260	Nil	523	+ 1	991	— 7	215	+59	76	—12	7,609	— 2	1958		
279	+ 7	582	+11	1,072	+ 8	116	—46	69	— 9	8,704	+14	1959		
368	+32	664	+14	1,708	+59	168	+45	107	+55	11,321	+30	1960		
454	+23	737	+11	1,796	+ 5	143	—15	138	+29	13,195	+17	1961		
514	+13	810	+10	1,901	+ 6	138	— 3	198	+43	15,059	+14	1962		
541	+ 5	874	+ 8	2,081	+ 9	158	+15	243	+23	17,486	+16	1963		
605	+12	906	+ 4	2,398	+15	172	+ 9	282	+16	20,008	+14	1964		
665	+10	995	+10	2,750	..	170	— 1	384	+36	22,343	..	1965		
727	+ 9	1,048	+ 5	2,998	+ 9	172	+ 1	470	+22	25,059	+12	1966		
673	— 7	1,075	+ 3	3,220	+ 7	179	+ 4	458	— 3	26,131	+ 4	1967		
67	+22	167	Nil	—	—	1,463	— 3	497	+14	4,054	+ 3	1957	United States	
85	+27	142	—15	—	—	1,359	— 7	575	+16	4,255	+ 5	1958		
126	+48	174	+23	—	—	1,600	+18	904	+57	5,810	+37	1959		
125	— 1	175	Nil	—	—	1,498	— 6	957	+ 6	5,487	— 6	1960		
101	—19	173	— 1	—	—	1,547	— 3	918	— 4	5,327	— 3	1961		
125	+23	195	+13	—	—	1,699	+10	1,232	+34	6,160	+16	1962		
145	+16	208	+ 7	—	—	1,792	+ 5	1,364	+11	6,550	+ 6	1963		
164	+13	227	+ 9	—	—	2,129	+19	1,704	+25	7,605	+16	1964		
199	+21	274	+21	—	—	2,529	+19	2,327	+37	9,489	+25	1965		
251	+26	338	+23	—	—	3,471	+37	2,805	+21	11,968	+26	1966		
300	+19	348	+ 3	—	—	4,428	+28	2,894	+ 3	13,289	+11	1967		

For notes see page vi. For definitions, see page iv.

Table 7. Exports of manufactures by market, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Market \ Exporter		United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands (e)	
Canada	1957	481	+ 9	191	+ 4	92	+10	40	—17	25	+ 9	21	+31	13	+ 2
	1958	460	— 4	206	+ 8	102	+11	33	—18	34	+36	22	+ 5	15	+13
	1959	517	+12	264	+28	130	+27	42	+27	49	+44	24	+ 9	19	+22
	1960	530	+ 3	262	— 1	125	— 4	40	— 5	44	—10	32	+33	21	+14
	1961	550	+ 4	275	+ 5	129	+ 3	42	+ 5	45	+ 2	36	+13	23	+10
	1962	454	—17	277	+ 1	134	+ 4	41	— 2	43	— 2	36	Nil	23	Nil
	1963	413	— 9	275	— 1	130	— 3	41	Nil	44	+ 4	39	+ 8	21	—10
	1964	447	+ 8	330	+20	148	+14	52	+27	55	+26	49	+24	27	+30
	1965	473	+ 6	438	+32	188	+28	64	+23	79	+44	62	+28	44	+62
	1966	515	+ 9	473	+ 8	234	+19	56	—12	87	+10	70	+13	36	—18
	1967	506	— 2	485	+ 3	222	— 1	49	—12	95	+ 9	79	+13	40	+11
Japan	1957	54	+32	157	+58	104	+77	22	+31	19	+28	5	+ 8	6	+62
	1958	38	—30	114	—27	79	—25	14	—36	14	—29	3	—45	4	—20
	1959	53	+39	140	+23	88	+12	14	— 2	19	+37	10	+217	10	+123
	1960	62	+17	183	+30	116	+32	20	+36	23	+19	13	+42	11	+17
	1961	90	+45	264	+44	179	+55	21	+ 5	28	+24	19	+39	17	+46
	1962	96	+ 7	276	+ 5	187	+ 4	19	— 9	31	+10	21	+15	18	+ 5
	1963	109	+14	320	+16	192	+ 2	28	+50	37	+21	39	+80	24	+33
	1964	145	+33	364	+14	212	+11	26	— 9	48	+27	44	+13	35	+47
	1965	125	—14	300	—18	179	—16	30	+16	42	—11	34	—23	15	—57
	1966	160	+28	355	+19	206	+15	38	+27	50	+17	38	+12	24	+64
	1967	202	+26	507	+43	305	+48	45	+19	67	+34	49	+28	42	+73
Primary producing countries	1957	4,561	+ 5	6,293	+17	2,499	+24	697	+ 6	1,919	+18	699	+17	480	+ 5
	1958	4,421	— 3	6,746	+ 7	2,711	+ 8	687	— 1	2,084	+ 9	793	+14	471	— 2
	1959	4,339	— 2	6,775	Nil	2,800	+ 3	575	—16	2,098	+ 1	777	— 2	524	+11
	1960	4,759	+10	7,920	+17	3,213	+15	647	+13	2,515	+20	1,035	+33	510	— 3
	1961	4,709	— 1	7,850	— 1	3,288	+ 2	552	—15	2,286	— 9	1,153	+11	571	+12
	1962	4,552	— 3	7,412	— 6	3,082	— 6	536	— 3	2,062	—10	1,189	+ 3	543	— 5
	1963	4,834	+ 6	7,555	+ 2	3,073	Nil	499	— 7	2,179	+ 6	1,273	+ 7	531	— 2
	1964	4,999	+ 3	8,415	+11	3,428	+12	582	+17	2,363	+ 8	1,452	+14	590	+11
	1965	5,395	+ 8	9,416	+12	3,885	+13	666	+15	2,494	+ 6	1,676	+15	695	+18
	1966	5,398	Nil	10,272	+ 9	4,266	+10	702	+ 5	2,669	+ 7	1,859	+11	776	+12
	1967	5,172	— 4	11,475	+12	4,821	+13	751	+ 7	2,963	+11	2,107	+13	833	+ 7
Latin America	1957	428	+23	1,366	+23	690	+22	171	+51	197	+17	218	+19	90	+14
	1958	387	—10	1,412	+ 3	694	+ 1	164	— 4	196	Nil	256	+17	102	+13
	1959	402	+ 4	1,412	Nil	704	+ 1	136	—17	218	+11	239	— 7	115	+13
	1960	447	+11	1,478	+ 5	736	+ 5	130	— 4	249	+14	257	+ 7	106	— 8
	1961	425	— 5	1,621	+10	838	+14	120	— 8	258	+ 3	294	+14	111	+ 5
	1962	413	— 3	1,533	— 5	758	—10	112	— 7	267	+ 4	298	+ 1	98	—12
	1963	367	—11	1,388	— 9	670	—12	88	—21	246	— 8	295	— 1	88	—10
	1964	381	+ 4	1,491	+ 7	711	+ 6	117	+33	248	+ 1	307	+ 4	108	+23
	1965	408	+ 7	1,525	+ 2	764	+ 7	117	Nil	235	— 5	305	— 1	104	— 4
	1966	403	— 1	1,695	+11	884	+16	115	— 2	269	+14	302	— 1	125	+20
	1967	417	+ 4	1,830	+ 8	940	+ 6	120	+ 4	284	+ 5	355	+17	131	+ 5
Non-OECD Sterling Area	1957	3,281	+ 4	1,360	+15	712	+29	165	—10	166	+ 9	177	+ 9	140	+ 5
	1958	3,213	— 2	1,405	+ 3	771	+ 8	153	— 7	159	— 4	172	— 3	150	+ 7
	1959	3,083	— 4	1,386	— 1	764	— 1	126	—18	160	+ 1	162	— 6	174	+16
	1960	3,260	+ 6	1,643	+19	847	+11	169	+34	212	+33	252	+56	163	— 6
	1961	3,145	— 4	1,564	— 5	798	— 6	153	— 9	174	—18	247	— 2	192	+18
	1962	2,985	— 5	1,608	+ 3	792	— 1	138	—10	194	+11	286	+16	198	+ 3
	1963	3,228	+ 8	1,777	+11	902	+14	154	+12	234	+21	295	+ 3	192	— 3
	1964	3,400	+ 5	2,058	+16	1,022	+13	168	+ 9	279	+19	376	+27	213	+11
	1965	3,665	+ 8	2,448	+19	1,198	+17	198	+18	337	+21	466	+24	249	+17
	1966	3,513	— 2	2,517	+ 4	1,163	— 2	204	+ 6	400	+20	493	+ 7	257	+ 6
	1967	3,293	— 6	2,706	+ 8	1,237	+ 6	206	+ 1	436	+ 9	575	+17	252	— 2
Sino-Soviet Bloc	1957	132	+12	560	+20	267	+20	71	—12	110	+18	70	+48	43	+82
	1958	161	+22	829	+48	423	+59	100	+42	172	+56	96	+37	38	—11
	1959	201	+25	858	+ 3	421	— 1	78	—22	183	+ 6	127	+33	49	+28
	1960	262	+30	1,118	+30	514	+22	120	+53	258	+42	176	+38	50	+ 1
	1961	288	+10	1,020	— 9	473	— 8	78	—35	223	—14	194	+10	53	+ 6
	1962	302	+ 5	1,057	+ 4	495	+ 5	73	— 7	219	— 2	213	+10	56	+ 6
	1963	337	+12	927	—12	418	—16	59	—19	164	—25	224	+ 5	64	+13
	1964	280	—17	1,048	+13	520	+24	55	— 8	184	+13	230	+ 3	58	— 9
	1965	335	+20	1,357	+29	614	+18	83	+52	242	+31	319	+39	99	+70
	1966	445	+33	1,705	+26	775	+26	113	+36	344	+42	369	+16	104	+ 5
	1967	495	+11	2,297	+35	1,049	+35	152	+34	478	+39	459	+24	160	+53
Other countries	1957	720	+ 1	3,008	+16	830	+23	291	+ 3	1,446	+19	234	+14	207	— 7
	1958	660	— 8	3,100	+ 3	823	— 1	270	— 7	1,558	+ 8	269	+15	181	—13
	1959	652	— 1	3,118	+ 1	911	+11	235	—13	1,538	— 1	249	— 7	186	+ 3
	1960	790	+21	3,681	+18	1,116	+23	228	— 3	1,796	+17	350	+41	191	+ 3
	1961	850	+ 8	3,645	— 1	1,178	+ 6	201	—12	1,631	— 9	418	+19	215	+13
	1962	852	—	3,219	—12	1,037	—12	213	+ 6	1,382	—15	397	— 5	191	—11
	1963	903	+ 6	3,488	+ 8	1,084	+ 5	199	— 7	1,536	+11	484	+22	187	— 2
	1964	938	+ 4	3,817	+ 9	1,176	+ 8	242	+22	1,650	+ 7	539	+11	211	+13
	1965	987	+ 5	4,087	+ 7	1,310	+11	269	+11	1,680	+ 2	586	+ 9	243	+15
	1966	1,037	— 3	4,356	+ 6	1,445	+ 9	270	— 2	1,657	— 2	695	+17	290	+16
	1967	967	— 7	4,643	+ 7	1,595	+10	274	+ 2	1,766	+ 7	718	+ 3	290	—

For notes see page vi. For definitions see page iv.

The Queen's Award to Industry

This supplement contains a selection of items and photographs of firms who received the 1968 *Queen's Award to Industry. For reasons of space it has been impossible to represent all the Award winners. A full list was published in the April* 26 *issue of the* Board of Trade Journal *and is reproduced on the back page of this supplement.*

The closing date for applications for the Queen's Award to Industry, 1969, is October 31, 1968. The fourth list of Award winners will be announced on April 21, 1969, HM The Queen's personal birthday. Two hundred and fifty-two firms already hold the Award, including 15 who have won it twice and nine who have won it in each of the three years since its institution.

The Award was instituted and created by a Royal Warrant of November 30, 1965, published on March 22, 1966. This followed the Government's acceptance of the Report of a Committee chaired by the Duke of Edinburgh which had been asked to work out a scheme for making awards to industry for outstanding achievement in increasing exports or in technological innovation. (The Report of the Duke of Edinburgh's Committee was published by HMSO on August 3, 1965.)

The Award recognizes outstanding achievement by British industry either in increasing exports or in technological innovation, or both. It is related to the production of goods by any branch of industry, including agriculture and horticulture. Recipients of the Award are normally industrial companies, but nationalized industries, government agencies, research associations and similar bodies are eligible if they can show that they have contributed to industrial efficiency in the fields with which the scheme is concerned. Bodies of this kind to have been honoured include the Linen Industry Research Association, the United Kingdom Atomic Energy Authority and the North Western Gas Board. In the case of large industrial organizations with a wide range of activity, the Award is often made to the parent company for the achievements of specified subsidiary companies or of branches or divisions with a separate distinctive identity.

Criteria for the Award

The Award is made for industrial efficiency assessed in terms of achievements such as:

(i) A substantial and sustained increase in total exports over a period of three years.
(ii) A substantial and sustained increase in the percentage of total export sales to total business over a period of three years.
(iii) A percentage of exports to total business which is considerably and consistently higher than the average for the applicant's sector of industry.
(iv) A spectacular increase over a shorter period than three years where there is a reasonable prospect that the performance can be maintained.
(v) A breakthrough in a particularly difficult market.
(vi) The greatest value of export sales by any group or company in a given year.
(vii) A significant advance in the application of advanced technology to a production or development process in British industry. Recognition will only be accorded under this head if greater efficiency results from the process.
(viii) The production for sale of goods which incorporate new and advanced technological qualities.

The Award for export achievement is for the direct export of goods by British industry. The Award for technological innovation is confined to finished products or processes resulting from or involved in the normal course of commercial production.

Mr. H. C. Bowron (left), chairman, Hugh Smith (Glasgow) Ltd., a member of GHP Group, makers of hydraulic presses and plate working machines for shipbuilding, boiler making and structural industries receives the 1968 *Queen's Award to Industry for export achievement from the Lord Provost of Glasgow, the Rt. Hon. John Johnston. Also in the picture (seated) are Mr. A. B. Lunan, managing director, and the Lady Provost.*

Unlike other honours bestowed by The Queen, recipients of the Queen's Award are chosen only from those concerns that have applied for it. Application forms and notes of guidance can be obtained from the Office of the Queen's Award (see page iv). Applications are treated in strict confidence. Recommendations for the Award are made to The Queen by the Prime Minister, who is assisted by a committee composed of representatives of industry, the trade unions, the engineering institutions and the Civil Service.

After the announcement of the Awards on April 21 the recipients are presented with a Grant of Appointment and a presentation copy of the Award emblem by the Lord Lieutenant of the appropriate country as The Queen's personal representative. Presentation ceremonies are normally held at the firm's main factory premises so that all those who have contributed to the Award-winning performance can attend.

Award emblem

Holders of the Queen's Award are entitled to display the Award emblem. This was designed by Abram Games, OBE, ROI, FSIA, to symbolize Royal recognition of export and technological achievement and can be displayed in a variety of ways. The presentation copy is made in stainless steel embedded in a transparent plastic

(*See page iv*)

Presentations of The Queen's Awards

LEFT: Field-Marshal Sir Gerald Templer, Lord Lieutenant of Greater London, presenting the Grant of Appointment to Mr. L. F. Chamberlain, Chamberlain Group of Companies. RIGHT: Sir Gerald at the Surbiton factory of the Gala Cosmetic Group.

Mr. John Davis, chairman and chief executive of the Rank Organisation, receiving the group's third successive Award from Col. R. A. St. G. Martin, Lord Lieutenant for Leicestershire.

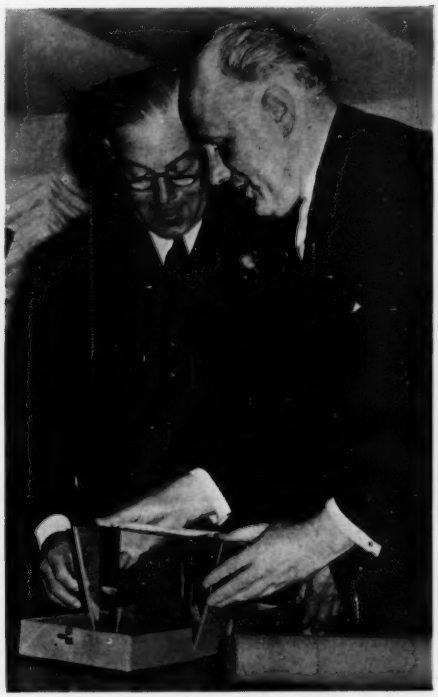
Lord Munster, Lord Lieutenant of Surrey hands the emblem to Mr. E. Basil Green, Chairman of the Royal Doulton Group. The Award was made to Doulton Research Ltd. and Doulton Industrial Products Ltd.

Brigadier Sir Henry Floyd, Lord Lieutenant of Buckinghamshire, makes the Award to Mr. G. G. Zahler, managing director of Instron Ltd.

Sir Gerald Templer discusses a colour television camera after making the Award for technological innovation to EMI Electronics Ltd.

Sir Gerald Templer with Lord McFadzean, chairman of British Insulated Callender's Cables Ltd. The Award was won by BICC and eleven of its group companies.

Dr. G. H. Cookson, chairman of Vacuum Research Ltd, receiving the Award on behalf of his company from Sir Edmund Bacon, Lord Lieutenant of Norfolk.



Mr. Austin Walker (right), chairman of Air Products Ltd, accepting the emblem of the Award from Sir Watkyn Williams-Wynn, Lord Lieutenant of Denbighshire.

LEFT: Colonel Harold Wallace-Copland, Lord Lieutenant of Staffordshire, with Mr. P. P. Jaram, managing director and Mr. Godfrey Price, export sales manager, of QVF Ltd., after the official presentation. RIGHT: Col. Wallace-Copland with Lord Poole (on his right) chairman of Allied English Potteries Group, whose member company Thos. C. Wild and Sons Ltd, received the Award.

Lord Cornwallis, Lord Lieutenant of Kent, handing over the Award to Mr. Ronald Leschallas, chairman of W. & R. Balston Ltd.

The captions for the bottom two photographs should be reversed.

After the presentation to Hamworthy Engineering Ltd., a subsidiary of Powell Duffryn Ltd. Col. J. W. Weld, Lord Lieutenant of Dorset, laid the foundation stone for the firm's new premises.

block, but the emblem has been designed so that it may be flown on a flag at the Award-holder's factory, shown on stationery, advertisements, products and packaging, and used on staff lapel badges.

Award holders can display the emblem for five years but can apply for further Awards before the five years have elapsed if they can show further export achievement or different technological innovations. Unsuccessful applicants can apply in future years if they consider that they have improved their export achievement, developed a technological innovation further, or made a new technological innovation.

Award winners

The Award recognizes excellence, and to maintain the scheme's high standards the number of Awards given in any one year is strictly limited. Nevertheless, the number is sufficient to ensure that any firm, regardless of its size, which meets the criterion of outstanding achievement, has a chance of success. The first list of Award winners in 1966 contained 115 names; 86 Awards being for export achievement, 11 for technological innovation and 18 for achievement in both fields. In 1967 there were 85 Awards, 48 for export achievement, 28 for technological innovation, and nine for combined export and technological achievement. In 1968 there were again 85 Awards, of which 60 were for export achievement, 17 for technological innovation, and eight for both. As already stated, a number of the 1967 and 1968 Award-winners had already won the Award in one or both of the earlier years. Nine firms have won Awards in all three years since the scheme began, and 15 have won Awards in two of the three years. Of these 24 firms, 16 have won Awards for both export achievement and technological innovation.

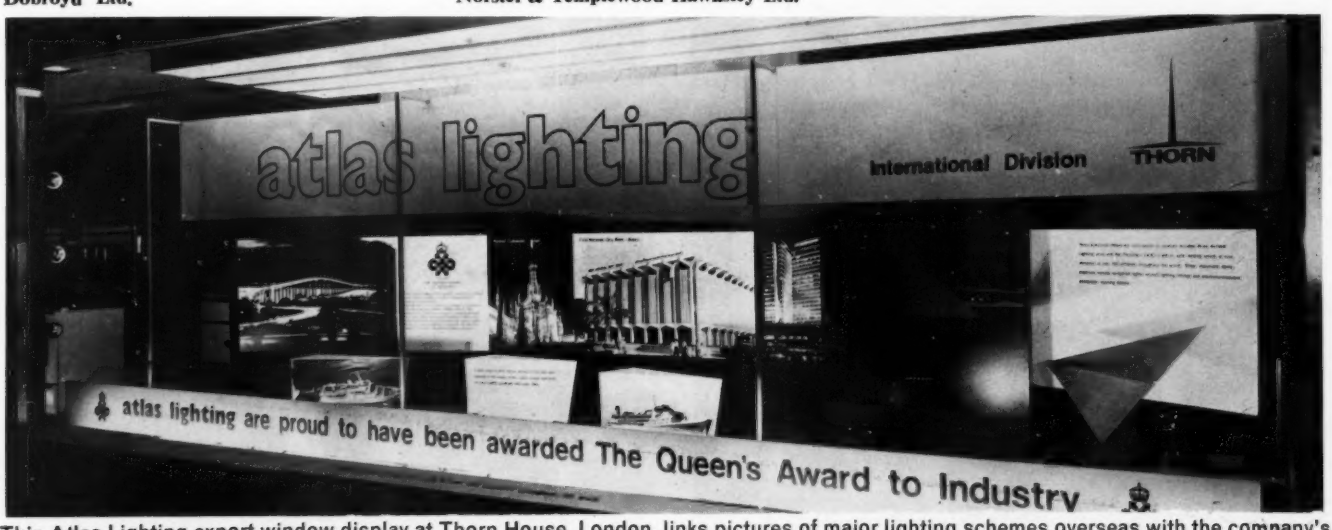
The Award winners each year have represented a wide range of British industry with firms varying in size from those with less than 25 employees to those employing many thousands, and products ranging from toys and pharmaceuticals to engineering equipment, ships and aircraft. The successful firms came from Scotland, Wales and Northern Ireland as well as all the English regions.

Application forms for the 1969 Award can be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000). The closing date for the receipt of completed application forms and statements of case is October 31, 1968.

1968 AWARD WINNERS

Her Majesty The Queen conferred Her Award in 1968 upon the following industrial concerns:

A. B. Electronic Components Ltd.
Aircraft Furnishing Ltd.
Air Products Ltd.
Alginate Industries Ltd.
Atlas Lighting Ltd.
Badalex Ltd.
W. & R. Balston Ltd.
The Bentley Engineering Co. Ltd.
The Birmingham Small Arms Co. Ltd.,
The Bradford Dyers' Association Ltd.
Brand & Co. Ltd.
Brecknell, Dolman & Rogers Ltd.
British Aircraft Corporation Ltd.
British Insulated Callender's Cables Ltd.
British Ropes Ltd.
Brooke Marine Ltd.
Brook Motors Ltd.
David Brown Tractors Ltd.
Cambridge Scientific Instruments Ltd.
Chamberlain Industries Ltd.
The Chloride Electrical Storage Co. Ltd.
The Colchester Lathe Co. Ltd.
Courtaulds Ltd.
Cox, Moore & Co. Ltd.
Davy-Ashmore Ltd.
Decca Radar Ltd.
Detexomat Ltd.
Diaform Ltd.
Dobroyd Ltd.
Doulton Industrial Products Ltd.
Dowty Group Ltd.
The Dunlop Co. Ltd.
Electric and Musical Industries Ltd.
The English Electric Co. Ltd.
Samuel Fox & Co. Ltd.
Gala Cosmetic Group Ltd.
The General Electric Co. Ltd.
Glaxo Group Ltd.
Grundig Works (Northern Ireland) Ltd.
Gunson's Sortex Ltd.
Hammer Film Productions Ltd.
H.C.B.-Angus Ltd.
Hilger and Watts Ltd.
Imperial Chemical Industries Ltd.
Instron Ltd.
International Computers and Tabulators Ltd.
The Invertère Coat Co. Ltd.
Jaycee Furniture Ltd.
Johnson, Matthey & Co. Ltd.
Gordon Johnson-Stephens Ltd.
Jones Cranes Ltd.
Laird-Portch Fashions Ltd.
Lesney Products & Co. Ltd.
Longworth Scientific Instrument Co. Ltd.
Marshall Richards Machine Co. Ltd.
Martin-Baker Aircraft Co. Ltd.
Normalair-Garrett Ltd.
Norstel & Templewood Hawksley Ltd.
North Western Gas Board
Optical Measuring Tools Ltd.
Powell Duffryn Ltd.
Q.V.F. Ltd.
The Rank Organisation Ltd.
Rolls-Royce Ltd.
Rubber and Plastics Research Association of Great Britain
Severnside Foods Ltd.
Short Brothers and Harland Ltd.
Singer-Cobble Ltd.
Hugh Smith (Glasgow) Ltd.
Smith and Nephew Plastics Ltd.
Smiths Industries Ltd.
Staflex International Ltd.
Standard Telephones and Cables Ltd.
G. Stibbe and Co. Ltd.
Strachan and Henshaw Ltd.
Thorium Ltd.
Tube Investments Ltd.
Twentieth Century Electronics Ltd.
Universal-Matthey Products Ltd.
Vacuum Research Ltd.
Hiram Walker & Sons (Scotland) Ltd.
The Walmsley (Bury) Group Ltd.
Welwyn Electric Ltd.
Thomas C. Wild and Sons Ltd.
Wolstenholme Bronze Powders Ltd.


atlas lighting
International Division
THORN
atlas lighting are proud to have been awarded The Queen's Award to Industry

This Atlas Lighting export window display at Thorn House, London, links pictures of major lighting schemes overseas with the company's pride in being granted the Queen's Award for export achievement. The award covers the company's export record for the three years, March 1964 to March 1967, during which time total exports increased by more than 42 per cent.

Table 7. Exports of manufactures by market, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (b)		Canada		Japan		Total (b)		Exporter / Market
13	*—18*	28	*+16*	2,874	*— 2*	—	—	56	*+ 1*	3,463	Nil	1957 Canada
13	*+ 2*	32	*+13*	2,533	*—12*	—	—	69	*+23*	3,313	*— 9*	1958
17	*+30*	33	*+ 4*	2,731	*+ 8*	—	—	106	*+55*	3,668	*+11*	1959
20	*+17*	31	*— 7*	2,728	Nil	—	—	110	*+ 3*	3,681	Nil	1960
22	*+ 7*	31	*— 2*	2,634	*— 4*	—	—	107	*— 3*	3,619	*— 2*	1961
22	*+ 2*	32	*+ 4*	2,785	*+ 6*	—	—	115	*+ 8*	3,685	*+ 2*	1962
28	*+28*	31	*— 2*	2,958	*+ 6*	—	—	114	*— 1*	3,819	*+ 4*	1963
33	*+18*	35	*+12*	3,524	*+19*	—	—	155	*+35*	4,525	*+18*	1964
45	*+37*	42	*+20*	4,270	..	—	—	201	*+30*	5,469	..	1965
67	*+48*	48	*+14*	5,248	*+23*	—	—	241	*+20*	6,591	*+21*	1966
62	*— 8*	49	*+ 2*	5,836	*+11*	—	—	260	*+ 8*	7,197	*+ 9*	1967
9	*+18*	17	*+27*	468	*+76*	26	*+79*	—	—	731	*+65*	1957 Japan
6	*—35*	18	*+ 5*	349	*—25*	9	*—67*	—	—	534	*—27*	1958
7	*+21*	20	*+11*	329	*— 6*	14	*+56*	—	—	563	*+ 5*	1959
8	*+23*	24	*+22*	424	*+29*	20	*+49*	—	—	721	*+28*	1960
16	*+88*	42	*+71*	593	*+40*	33	*+62*	—	—	1,038	*+44*	1961
14	*—16*	46	*+11*	563	*— 5*	19	*—41*	—	—	1,014	*— 2*	1962
14	*+ 3*	60	*+29*	572	*+ 2*	28	*+44*	—	—	1,103	*+ 9*	1963
32	*+129*	66	*+10*	654	*+14*	46	*+65*	—	—	1,306	*+18*	1964
22	*—31*	54	*—17*	717	..	33	*—27*	—	—	1,251	..	1965
23	*+ 3*	65	*+19*	824	*+15*	43	*+29*	—	—	1,470	*+17*	1966
37	*+64*	84	*+29*	997	*+21*	93	*+116*	—	—	1,920	*+31*	1967
402	*+16*	437	*+12*	5,510	*+16*	372	*+24*	1,774	*+15*	19,349	*+14*	1957 Primary producing countries
439	*+ 9*	424	*— 3*	5,103	*— 7*	313	*—16*	1,684	*— 5*	19,130	*— 1*	1958
439	Nil	444	*+ 5*	4,622	*— 9*	307	*— 2*	1,819	*+ 8*	18,745	*— 2*	1959
518	*+18*	500	*+13*	5,040	*+ 9*	387	*+26*	2,232	*+25*	21,356	*+14*	1960
527	*+ 2*	525	*+ 5*	5,055	Nil	386	Nil	2,348	*+ 5*	21,400	Nil	1961
595	*+13*	531	*+ 1*	5,322	*+ 5*	368	*— 5*	2,540	*+ 8*	21,320	Nil	1962
599	*+ 1*	559	*+ 5*	5,434	*+ 2*	430	*+17*	2,908	*+14*	22,319	*+ 5*	1963
662	*+11*	623	*+11*	6,434	*+18*	538	*+25*	3,539	*+22*	25,209	*+13*	1964
683	*+ 3*	695	*+11*	6,862	..	538	Nil	4,410	*+25*	27,999	..	1965
769	*+13*	796	*+15*	7,292	*+ 6*	574	*+ 7*	4,972	*+13*	30,072	*+ 7*	1966
854	*+11*	823	*+ 3*	7,677	*+ 5*	627	*+ 9*	5,402	*+ 9*	32,031	*+ 7*	1967
133	*+20*	125	*+11*	3,704	*+27*	179	*+51*	149	*— 7*	6,084	*+25*	1957 Latin America
155	*+17*	130	*+ 4*	3,277	*—12*	122	*—32*	189	*+27*	5,672	*— 7*	1958
112	*—28*	129	*— 1*	2,682	*—18*	113	*— 7*	220	*+16*	5,070	*—11*	1959
123	*+ 9*	137	*+ 6*	2,709	*+ 1*	114	*+1*	269	*+22*	5,277	*+ 4*	1960
118	*— 4*	152	*+11*	2,632	*— 3*	141	*+23*	311	*+16*	5,400	*+ 2*	1961
115	*— 3*	149	*— 2*	2,501	*— 5*	129	*— 8*	312	Nil	5,152	*— 5*	1962
105	*— 9*	138	*— 7*	2,360	*— 6*	163	*+26*	314	*+ 1*	4,835	*— 6*	1963
107	*+ 2*	159	*+15*	2,798	*+19*	181	*+11*	394	*+25*	5,511	*+14*	1964
122	*+14*	161	*+ 2*	2,914	..	170	*— 6*	401	*+ 2*	5,701	..	1965
153	*+26*	193	*+20*	3,264	*+12*	223	*+31*	452	*+13*	6,383	*+12*	1966
165	*+ 8*	191	*— 1*	3,199	*— 2*	216	*— 3*	481	*+ 6*	6,499	*+ 2*	1967
93	*+ 2*	113	*+10*	930	*+15*	153	—	592	*+11*	6,522	*+ 8*	1957 Non-OECD Sterling Area
89	*— 4*	113	—	791	*—15*	159	*+ 4*	560	*— 5*	6,330	*— 3*	1958
91	*+ 2*	111	*— 2*	896	*+13*	155	*— 3*	627	*+12*	6,349	—	1959
112	*+23*	159	*+43*	1,204	*+34*	218	*+41*	864	*+38*	7,460	*+17*	1960
134	*+20*	158	*— 1*	1,163	*— 3*	194	*—11*	822	*— 5*	7,180	*— 4*	1961
146	*+ 9*	175	*+11*	1,513	*+30*	201	*+ 4*	940	*+14*	7,568	*+ 5*	1962
156	*+ 7*	183	*+ 5*	1,760	*+16*	234	*+16*	1,119	*+19*	8,457	*+12*	1963
170	*+ 9*	215	*+17*	2,205	*+25*	307	*+31*	1,403	*+25*	9,760	*+15*	1964
162	*— 5*	245	*+14*	2,430	*+10*	312	*+ 2*	1,575	*+12*	10,837	*+11*	1965
159	*— 4*	258	*+ 6*	2,347	*— 3*	294	*— 5*	1,625	*+ 4*	10,713	—	1966
165	*+ 4*	264	*+ 2*	2,645	*+13*	347	*+18*	1,695	*+ 4*	11,115	*+ 4*	1967
71	*+62*	83	*+22*	8	*+145*	5	*+81*	73	*+ 2*	932	*+20*	1957 Sino-Soviet Bloc
66	*— 7*	69	*—17*	24	*+218*	6	*+16*	67	*— 9*	1,222	*+31*	1958
75	*+14*	90	*+30*	22	*— 8*	9	*+65*	28	*—58*	1,284	*+ 5*	1959
81	*+ 7*	63	*—24*	50	*+124*	22	*+132*	58	*+107*	1,659	*+29*	1960
80	*— 1*	68	Nil	35	*—30*	22	*+ 1*	83	*+42*	1,596	*— 4*	1961
119	*+49*	60	*—13*	15	*—56*	7	*—69*	185	*+123*	1,744	*+ 9*	1962
94	*—21*	66	*+11*	19	*+25*	6	*—17*	222	*+20*	1,672	*— 4*	1963
127	*+35*	73	*+10*	24	*+27*	4	*—32*	350	*+57*	1,905	*+14*	1964
113	*—11*	99	*+36*	25	..	9	*+131*	438	*+25*	2,376	..	1965
141	*+25*	128	*+30*	44	*+74*	3	*—66*	568	*+30*	3,033	*+28*	1966
173	*+23*	143	*+12*	65	*+50*	4	*+29*	497	*—12*	3,674	*+21*	1967
105	*+ 3*	116	*+ 8*	868	*—16*	35	*+35*	960	*+23*	5,812	*+ 8*	1958 Other countries
129	*+23*	112	*— 3*	1,011	*+16*	26	*—26*	868	*—10*	5,906	*+ 2*	1958
161	*+25*	115	*+ 3*	1,022	*+ 1*	30	*+15*	945	*+ 9*	6,041	*+ 2*	1959
202	*+25*	136	*+18*	1,077	*+ 5*	33	*+10*	1,041	*+10*	6,961	*+15*	1960
196	*— 3*	147	*+ 8*	1,225	*+14*	29	*—12*	1,132	*+ 9*	7,223	*+ 4*	1961
215	*+10*	147	—	1,293	*+ 6*	31	*+ 7*	1,103	*+ 3*	6,860	*— 5*	1962
254	*+18*	172	*+17*	1,301	*+ 1*	27	*—13*	1,253	*+14*	7,397	*+ 8*	1963
258	*+ 2*	177	*+ 3*	1,406	*+ 8*	45	*+67*	1,393	*+11*	8,034	*+ 9*	1964
286	*+11*	189	*+ 7*	1,493	*+ 6*	48	*+ 7*	1,996	*+43*	9,087	*+13*	1965
316	*+ 9*	217	*+14*	1,637	*+ 8*	54	*+ 6*	2,327	*+16*	9,944	*+ 8*	1966
351	*+11*	224	*+ 3*	1,769	*+ 8*	60	*+11*	2,730	*+17*	10,744	*+ 8*	1967

For notes see page vi. For definitions, see page iv.

Table 8. Exports of manufactures by commodity

Millions of US dollars: percentage change on a year earlier in italics

SITC Category / Exporter		United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
Total manufactures (Section 5 to 8)	1957	7,769	+ 5	16,522	+13	7,467	+18	2,532	Nil	3,410	+13	1,620	+19	1,493	+10
	1958	7,600	— 2	17,184	+ 4	7,771	+ 4	2,450	— 3	3,615	+ 6	1,726	+ 7	1,622	+ 9
	1959	8,050	+ 6	19,422	+13	8,675	+12	2,683	+10	4,173	+15	2,010	+17	1,881	+16
	1960	8,566	+ 6	23,074	+19	10,129	+17	3,068	+14	5,064	+21	2,702	+34	2,111	+12
	1961	8,956	+ 5	25,044	+ 9	11,207	+11	3,173	+ 3	5,211	+ 3	3,153	+17	2,300	+ 9
	1962	9,157	+ 2	25,588	+ 6	11,738	+ 5	3,488	+10	5,400	+ 4	3,514	+11	2,448	+ 6
	1963	9,797	+ 7	29,167	+10	12,909	+10	3,830	+10	5,841	+ 8	3,876	+10	2,710	+11
	1964	10,345	+ 6	33,395	+14	14,394	+12	4,535	+18	6,474	+11	4,661	+20	3,331	+23
	1965	11,193	+ 8	37,696	+13	15,906	+11	5,204	+15	7,325	+13	5,608	+20	3,652	+10
	1966	11,980	+ 7	41,993	+11	18,013	+13	5,607	+ 8	7,962	+ 9	6,412	+14	3,999	+10
	1967	11,786	— 2	44,908	+ 7	19,480	+ 8	5,744	+ 2	8,450	+ 6	6,981	+ 9	4,253	+ 6
Chemicals (Section 5)	1957	751	+ 9	1,955	+14	903	+16	219	+ 7	414	+13	156	+ 3	263	+22
	1958	739	— 2	2,042	+ 4	940	+ 4	231	+ 6	429	+ 4	169	+ 8	273	+ 4
	1959	827	+12	2,362	+16	1,105	+17	258	+12	472	+10	208	+24	319	+17
	1960	893	+ 8	2,709	+15	1,261	+14	254	— 2	594	+26	263	+26	337	+ 6
	1961	916	+ 3	2,966	+ 9	1,384	+10	249	— 2	633	+ 7	323	+23	377	+12
	1962	962	+ 5	3,120	+ 5	1,445	+ 4	252	+ 1	655	+ 3	360	+11	408	+ 8
	1963	1,030	+ 7	3,525	+13	1,646	+14	288	+14	756	+15	387	+ 8	448	+10
	1964	1,154	+12	4,109	+17	1,887	+15	317	+10	880	+16	489	+26	536	+20
	1965	1,237	+ 7	4,743	+15	2,077	+10	394	+24	1,014	+15	605	+24	653	+22
	1966	1,314	+ 6	5,390	+14	2,414	+16	422	+ 7	1,134	+12	657	+ 9	763	+17
	1967	1,361	+ 4	6,000	+11	2,705	+12	477	+13	1,244	+10	681	+ 4	893	+17
Textiles other than wool tops (Division 65)	1957	831	+ 2	1,658	+ 7	323	+ 8	336	+ 5	437	+ 4	334	+11	228	+ 7
	1958	702	—16	1,530	— 8	303	— 6	292	—13	399	— 9	299	—10	237	+ 4
	1959	685	— 2	1,721	+12	344	+14	326	+12	439	+10	348	+17	264	+11
	1960	722	+ 5	2,071	+20	395	+15	385	+18	557	+27	440	+26	294	+12
	1961	689	— 5	2,191	+ 6	415	+ 5	410	+ 6	567	+ 2	490	+11	309	+ 5
	1962	686	Nil	2,348	+ 7	444	+ 7	469	+14	598	+ 5	513	+ 5	324	+ 5
	1963	712	+ 4	2,557	+ 9	530	+19	508	+ 8	631	+ 6	532	+ 4	356	+10
	1964	771	+ 8	2,882	+13	613	+16	566	+11	683	+ 8	602	+13	418	+17
	1965	768	Nil	3,074	+ 7	666	+ 9	591	+ 5	717	+ 5	638	+ 6	461	+10
	1966	731	— 5	3,297	+ 7	778	+17	657	+11	720	Nil	660	+ 3	482	+ 4
	1967	690	— 6	3,266	— 1	832	+ 7	620	— 6	705	— 2	627	— 5	482	Nil
Cotton fabrics (Group 652)	1957	170	— 2	323	+ 5	74	+ 3	49	+ 4	91	+ 7	36	+13	73	Nil
	1958	145	—15	315	— 3	71	— 5	41	—16	87	— 4	38	+ 7	78	+ 7
	1959	130	—10	330	+ 5	80	+13	44	+ 8	91	+ 5	32	—18	83	+ 6
	1960	126	— 3	417	+26	98	+22	58	+32	125	+37	41	+31	94	+14
	1961	117	— 7	417	Nil	103	+ 5	61	+ 5	120	— 4	41	Nil	92	— 2
	1962	94	—19	383	— 8	89	—14	64	+ 5	109	— 9	33	—10	88	— 4
	1963	87	— 8	377	— 2	90	+ 1	67	+ 5	104	— 5	28	—15	88	Nil
	1964	89	— 8	385	+ 2	90	Nil	70	+ 4	105	+ 1	28	Nil	92	+ 5
	1965	89	Nil	371	— 4	86	— 5	66	— 5	103	— 2	31	+ 9	85	— 8
	1966	76	—14	366	— 1	96	+12	65	— 1	92	—11	37	+21	76	+11
	1967	65	—15	356	— 3	96	Nil	52	—21	96	+ 5	37	— 1	76	+ 1
Woollen and worsted fabrics (Item 653-2)	1957	207	+ 5	230	+16	19	+11	42	+16	35	+ 5	109	+22	25	+11
	1958	178	—14	203	—12	17	—11	37	—11	32	— 9	92	—15	25	— 1
	1959	181	+ 1	233	+14	21	+27	43	+14	34	+ 8	105	+13	30	+20
	1960	184	+ 2	269	+15	23	+ 8	48	+13	40	+17	124	+19	33	+ 9
	1961	178	— 3	286	+ 6	23	Nil	54	+13	41	+ 3	135	+ 9	33	Nil
	1962	174	— 3	306	+ 7	26	+13	56	+ 4	46	+12	145	+ 7	33	Nil
	1963	179	+ 3	307	Nil	28	+ 8	56	Nil	47	+ 2	143	— 1	33	Nil
	1964	188	+ 5	311	+ 1	28	Nil	54	— 4	45	— 4	151	+ 6	34	+ 3
	1965	190	+ 1	320	+ 3	29	+ 5	39	—28	46	+ 2	171	+14	35	+ 4
	1966	179	— 6	352	+10	34	+18	41	+ 6	54	+18	187	+ 9	36	+ 4
	1967	165	— 8	307	—13	31	— 9	29	—29	53	— 2	164	—12	30	—17
Fabrics of synthetic and other man-made fibres (Items 653.5, 6 and 8)	1957	47	— 8	214	+ 4	78	+ 1	21	+21	57	+ 5	37	+ 4	21	+ 9
	1958	38	—19	198	— 7	70	—11	21	— 3	56	— 2	29	—22	22	+ 2
	1959	31	—18	212	+ 7	73	+ 5	25	+19	51	—10	44	+52	20	— 8
	1960	30	— 2	244	+15	81	+10	26	+ 6	57	+13	60	+38	20	Nil
	1961	29	— 3	270	+11	85	+ 5	36	+38	55	— 4	72	+20	22	+10
	1962	33	+13	336	+24	98	+15	51	+42	75	+36	84	+17	28	+27
	1963	45	+41	381	+14	116	+18	56	+10	88	+17	89	+ 6	32	+14
	1964	54	+20	443	+16	136	+17	72	+29	90	+ 2	100	+12	44	+38
	1965	59	+ 9	491	+11	152	+11	87	+21	98	+ 8	101	+ 1	54	+23
	1966	48	—19	511	+ 4	152	Nil	105	+21	95	— 3	106	+ 5	54	— 1
	1967	50	+ 4	511	Nil	158	+ 4	102	— 2	93	— 2	102	— 3	56	+ 4
Base metals and miscellaneous manufactures of metal (Divisions 67, 68 and 69 excluding Group 681)	1957	1,230	+11	4,015	+10	1,506	+24	1,139	— 3	891	+ 7	226	+20	253	+12
	1958	1,147	— 7	3,802	— 5	1,350	—10	1,036	— 9	902	+ 1	242	+ 7	272	+ 8
	1959	1,200	+ 5	4,278	+13	1,574	+17	1,105	+ 7	1,048	+16	258	+ 7	293	+ 8
	1960	1,242	+ 4	5,160	+21	1,951	+24	1,339	+23	1,186	+13	331	+28	329	+12
	1961	1,251	+ 1	5 165	Nil	2 050	+ 5	1,276	— 6	1,203	+ 2	313	— 5	323	— 2
	1962	1,255	Nil	5,036	— 3	2,012	— 2	1,321	+ 4	1,086	—10	318	+ 2	299	— 7
	1963	1,213	— 3	5,083	+ 1	1,934	— 4	1,367	+ 3	1,104	+ 2	329	+ 3	349	+17
	1964	1,304	+ 8	5,890	+16	2,133	+10	1,595	+17	1,268	+15	467	+42	426	+22
	1965	1,452	+11	6,896	+17	2,453	+15	1,807	+13	1,446	+14	700	+50	491	+15
	1966	1,457	Nil	7,321	+ 6	2,740	+12	1,908	+ 6	1,446	Nil	703	+ 1	524	+ 7
	1967	1,488	+ 2	7,793	+ 6	3,079	+12	1,937	+ 2	1,472	+ 2	734	+ 4	572	+ 9

For notes see page vi. For definitions see page iv.

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (b)		Canada		Japan		Total (b)		Exporter / SITC Category	
1,200	*+15*	1,437	*+ 9*	10,831	*+11*	2,350	*+ 5*	2,538	*+16*	42,647	*+11*	1957	Total manufactures
1,263	*+ 5*	1,419	*— 1*	9,772	*—11*	2,231	*— 5*	2,509	*— 1*	41,978	*— 2*	1958	(Sections 5 to 8)
1,361	*+ 8*	1,543	*+ 9*	9,630	*— 1*	2,390	*+ 7*	3,032	*+21*	45,428	*+ 8*	1959	
1,604	*+18*	1,722	*+12*	11,338	*+18*	2,517	*+ 5*	3,601	*+19*	52,422	*+15*	1960	
1,795	*+12*	1,873	*+ 9*	11,348	Nil	2,521	Nil	3,764	*+ 5*	55,301	*+ 5*	1961	
1,991	*+11*	2,031	*+ 8*	11,926	*+ 5*	2,634	*+ 4*	4,350	*+16*	58,677	*+6*	1962	
2,196	*+10*	2,196	*+ 8*	12,556	*+ 5*	2,829	*+ 7*	4,918	*+13*	63,658	*+ 8*	1963	
2,499	*+14*	2,410	*+10*	14,906	*+19*	3,432	*+21*	6,069	*+23*	73,056	*+15*	1964	
2,745	*+10*	2,696	*+12*	16,830	*+ 6*	3,802	*+11*	7,779	*+28*	82,740	*+12*	1965	
3,057	*+11*	2,981	*+11*	18,741	*+11*	4,809	*+26*	9,047	*+16*	92,608	*+12*	1966	
3,328	*+ 9*	3,181	*+ 7*	20,297	*+ 8*	5,886	*+22*	9,759	*+ 8*	99,145	*+ 7*	1967	
50	*— 1*	258	*+10*	1,400	*+11*	244	*—10*	126	*+18*	4,784	*+10*	1957	Chemicals
57	*+13*	258	Nil	1,362	*— 3*	232	*— 5*	138	*+ 9*	4,828	*+ 1*	1958	(Section 5)
66	*+17*	306	*+19*	1,502	*+10*	243	*+ 5*	167	*+21*	5,473	*+13*	1959	
74	*+12*	362	*+18*	1,702	*+13*	189	*—22*	169	*+ 2*	6,098	*+11*	1960	
80	*+ 8*	387	*+ 7*	1,756	*+ 3*	183	*— 3*	189	*+12*	6,477	*+ 6*	1961	
89	*+11*	416	*+ 8*	1,845	*+ 5*	201	*+10*	261	*+38*	6,894	*+ 6*	1962	
103	*+16*	466	*+12*	1,922	*+ 4*	219	*+ 9*	315	*+21*	7,580	*+10*	1963	
124	*+20*	526	*+13*	2,354	*+22*	250	*+14*	384	*+22*	8,901	*+17*	1964	
139	*+12*	585	*+11*	2,402	*+ 2*	291	*+16*	547	*+43*	9,944	*+12*	1965	
160	*+15*	650	*+11*	2,676	*+11*	346	*+19*	669	*+22*	11,206	*+13*	1966	
172	*+ 7*	703	*+ 8*	2,803	*+ 5*	372	*+ 8*	684	*+ 2*	12,094	*+ 8*	1967	
17	*+12*	183	*+ 4*	476	*+ 5*	18	*+35*	815	*+17*	3,998	*+ 8*	1957	Textiles other than wool tops
17	*+ 1*	170	*— 7*	441	*— 7*	15	*—17*	705	*—13*	3,580	*—10*	1958	(Division 65)
21	*+23*	186	*+ 9*	457	*+ 4*	18	*+20*	758	*+ 7*	3,845	*+ 7*	1959	
25	*+21*	189	*+ 1*	493	*+ 8*	32	*+81*	924	*+22*	4,456	*+16*	1960	
34	*+36*	192	*+ 2*	492	Nil	29	*— 9*	877	*— 5*	4,504	*+ 1*	1961	
39	*+15*	199	*+ 4*	494	Nil	26	*—10*	922	*+ 5*	4,714	*+ 5*	1962	
41	*+ 5*	207	*+ 4*	491	*— 1*	34	*+31*	916	*— 1*	4,958	*+ 5*	1963	
49	*+20*	225	*+ 9*	582	*+19*	45	*+32*	1,038	*+13*	5,591	*+13*	1964	
53	*+ 8*	234	*+ 4*	528	*— 9*	54	*+21*	1,140	*+10*	5,850	*+ 5*	1965	
61	*+15*	248	*+ 6*	554	*+ 5*	55	*+ 1*	1,271	*+12*	6,216	*+ 6*	1966	
71	*+16*	251	*+ 1*	531	*— 4*	49	*—11*	1,229	*— 3*	6,087	*— 2*	1967	
3	*+ 6*	41	*+ 1*	174	*+ 8*	2	*+37*	317	*+19*	1,165(f)	*+ 8*	1957	Cotton fabrics
4	*+13*	37	*— 8*	161	*— 7*	2	*— 5*	277	*—13*	1,039(f)	*—11*	1958	(Group 652)
4	*+23*	39	*+ 3*	152	*— 5*	2	*+48*	291	*+ 5*	1,077(f)	*+ 4*	1959	
7	*+60*	40	*+ 3*	154	*+ 1*	6	*+176*	351	*+21*	1,224(f)	*+14*	1960	
9	*+29*	37	*— 7*	149	*— 3*	9	*+50*	348	*— 1*	1,188(f)	*— 3*	1961	
9	Nil	35	*— 7*	138	*— 8*	6	*—32*	341	*— 2*	1,102(f)	*— 7*	1962	
8	*—11*	33	*— 6*	124	*—10*	7	Nil	308	*—10*	1,047(f)	*— 5*	1963	
9	*+13*	35	*+ 6*	131	*+ 6*	10	*+43*	310	*+ 1*	1,089(f)	*+ 4*	1964	
8	*— 8*	36	*+ 2*	108	*—18*	11	*+16*	303	*— 2*	1,045(f)	*— 4*	1965	
10	*+27*	40	*+11*	118	*+10*	11	*— 4*	286	*— 6*	999(f)	*— 4*	1966	
13	*+24*	40	Nil	108	*— 8*	10	*— 7*	248	*—13*	929(f)	*— 7*	1967	
1	*—25*	10	*+13*	1	*— 1*	—	—	45	*+34*	494	*+12*	1957	Woollen and worsted fabrics
1	*—33*	8	*—17*	2	*+ 7*	—	—	34	*—24*	426	*—14*	1958	(Item 653·2)
1	*+33*	9	*+10*	1	*—19*	—	—	47	*+39*	471	*+11*	1959	
1	*+10*	9	*— 2*	1	Nil	—	—	55	*+15*	519	*+10*	1960	
2	*+100*	9	Nil	1	Nil	—	—	37	*—33*	513	*— 1*	1961	
2	Nil	10	*+11*	2	*+11*	3	*+480*	50	*+35*	547	*+ 7*	1962	
2	Nil	11	*+10*	2	Nil	3	*+16*	59	*+18*	563	*+ 3*	1963	
3	*+50*	12	*+ 9*	2	Nil	—	—	64	*+ 8*	580	*+ 3*	1964	
3	*+ 8*	13	*+10*	2	*+10*	—	—	87	*+36*	616	*+ 6*	1965	
2	*—11*	15	*+14*	2	*—15*	—	—	76	*—12*	627	*+ 2*	1966	
3	*+24*	15	*— 1*	2	*— 3*	—	—	85	*+12*	578	*— 8*	1967	
4	*+43*	12	*— 4*	109	*— 3*	1	*—22*	243	*+10*	630	*+ 4*	1957	Fabrics of synthetic and other man-made fibres
3	*—11*	12	*+ 8*	83	*—24*	1	*—21*	204	*+16*	539	*—14*	1958	
5	*+44*	16	*+28*	88	*+ 6*	1	*+27*	189	*— 8*	542	*+ 1*	1959	(Items 653·5, ·6 and ·8)
4	*—20*	16	*+ 3*	85	*— 3*	3	*+162*	216	*+15*	598	*+10*	1960	
5	*+25*	13	*—19*	80	*— 6*	1	*—67*	216	Nil	614	*+ 3*	1961	
7	*+40*	22	*+69*	85	*+ 6*	4	*+300*	206	*— 5*	692	*+13*	1962	
8	*+14*	23	*+ 5*	100	*+18*	6	*+50*	212	*+ 3*	775	*+14*	1963	
8	Nil	25	*+ 9*	117	*+17*	4	*—33*	235	*+11*	886	*+14*	1964	
9	*+14*	24	*— 4*	110	*— 6*	—	—	346	*+47*	1,039	*+17*	1965	
10	*+10*	24	*+ 2*	113	*+ 3*	—	—	428	*+24*	1,134	*+ 9*	1966	
14	*+31*	28	*+17*	114	Nil	3	..	447	*+ 5*	1,166	*+ 3*	1967	
252	*+ 4*	91	*+10*	1,826	*+22*	756	*+ 5*	323	*— 5*	8,493	*+11*	1957	Base metals and miscellaneous manufactures of metal
247	*— 2*	99	*+ 9*	1,284	*—30*	633	*—16*	370	*+15*	7,582	*—11*	1958	
273	*+11*	115	*+16*	991	*—23*	742	*+17*	401	*+ 8*	8,000	*+ 6*	1959	(Division 67, 68, and 69 excluding Group 681)
325	*+19*	97	*—17*	1,531	*+54*	869	*+17*	561	*+40*	9,785	*+22*	1960	
356	*+10*	95	*— 2*	1,322	*—14*	832	*— 4*	559	Nil	9,580	*— 2*	1961	
355	Nil	99	*+ 4*	1,284	*— 3*	840	*— 4*	742	*+33*	9,611	Nil	1962	
388	*+ 9*	109	*+10*	1,372	*+ 7*	884	*+ 5*	942	*+27*	9,991	*+ 4*	1963	
463	*+19*	125	*+15*	1,652	*+20*	1,021	*+15*	1,203	*+28*	11,657	*+17*	1964	
525	*+13*	151	*+20*	1,722	*+ 1*	1,124	*+10*	1,718	*+43*	13,588	*+16*	1965	
612	*+17*	176	*+17*	1,755	*+ 2*	1,212	*+ 8*	1,778	*+ 3*	14,311	*+ 5*	1966	
651	*+ 6*	182	*+ 3*	1,704	*— 3*	1,340	*+11*	1,779	Nil	14,936	*+ 4*	1967	

For notes see page vi. For definitions see page iv.

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

SITC Category / Exporter		United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
Iron and steel (Division 67)	1957	593	*+23*	2,726	*+17*	943	*+43*	823	*+ 4*	711	*+ 4*	138	*+23*	111	*+22*
	1958	523	*−12*	2,510	*− 8*	798	*−15*	742	*−10*	690	*− 3*	148	*+ 7*	132	*+19*
	1959	536	*+ 2*	2,787	*+11*	927	*+16*	752	*+ 7*	812	*+18*	149	*+ 1*	148	*+12*
	1960	603	*+13*	3,481	*+25*	1,246	*+34*	954	*+27*	893	*+10*	198	*+33*	189	*+28*
	1961	591	*− 2*	3,370	*− 3*	1,288	*+ 3*	853	*−11*	884	*− 1*	170	*−14*	175	*− 7*
	1962	560	*− 5*	3,239	*− 4*	1,245	*− 2*	884	*+ 4*	769	*−13*	169	*− 1*	172	*− 2*
	1963	573	*+ 2*	3,166	*− 2*	1,146	*− 8*	885	Nil	757	*− 2*	169	Nil	209	*+22*
	1964	609	*+ 6*	3,616	*+14*	1,235	*+ 8*	1,031	*+16*	888	*+17*	242	*+43*	220	*+ 5*
	1965	656	*+ 8*	4,137	*+14*	1,417	*+15*	1,144	*+11*	966	*+ 9*	367	*+51*	243	*+11*
	1966	602	*− 8*	4,086	*− 1*	1,461	*+ 3*	1,100	*− 4*	923	*− 5*	340	*− 7*	262	*+ 8*
	1967	632	*+ 5*	4,532	*+11*	1,759	*+20*	1,162	*+ 6*	952	*+ 3*	335	*+ 4*	305	*+17*
Machinery and transport equipment (Section 7)	1957	3,668	*+ 7*	5,993	*+19*	3,578	*+20*	382	*+ 5*	994	*+24*	580	*+28*	459	*+ 9*
	1958	3,798	*+ 4*	6,806	*+14*	3,981	*+11*	427	*+12*	1,174	*+18*	687	*+18*	537	*+17*
	1959	4,022	*+ 6*	7,528	*+11*	4,304	*+ 8*	427	Nil	1,382	*+18*	774	*+13*	641	*+19*
	1960	4,291	*+ 7*	8,998	*+20*	4,989	*+16*	488	*+14*	1,713	*+24*	1,053	*+36*	755	*+18*
	1961	4,551	*+ 6*	10,244	*+14*	5,745	*+15*	596	*+22*	1,782	*+ 4*	1,268	*+20*	853	*+13*
	1962	4,649	*+ 2*	11,193	*+ 9*	6,127	*+ 7*	709	*+19*	1,975	*+11*	1,432	*+13*	930	*+11*
	1963	5,062	*+ 9*	12,438	*+11*	6,817	*+11*	839	*+18*	2,159	*+ 9*	1,579	*+10*	1,044	*+10*
	1964	5,123	*+ 1*	14,057	*+13*	7,531	*+10*	1,037	*+24*	2,302	*+ 7*	1,846	*+17*	1,341	*+28*
	1965	5,564	*+ 9*	15,726	*+12*	6,269	*+10*	1,285	*+24*	2,642	*+15*	2,177	*+18*	1,352	*+ 1*
	1966	6,106	*+10*	17,660	*+12*	9,296	*+12*	1,333	*+ 4*	3,002	*+14*	2,572	*+18*	1,457	*+ 8*
	1967	5,814	*− 5*	18,896	*+ 7*	9,783	*+ 5*	1,370	*+ 3*	3,304	*+10*	2,954	*+15*	1,486	*+ 2*
Machinery other than electric (Division 71)	1957	1,516	*+11*	2,641	*+20*	1,748	*+21*	144	*+22*	329	*+19*	282	*+25*	138	*+ 8*
	1958	1,528	*+ 1*	2,863	*+ 8*	1,886	*+ 8*	151	*+ 5*	369	*+12*	307	*+ 9*	150	*+ 8*
	1959	1,682	*+10*	3,015	*+ 5*	1,928	*+ 2*	152	*+ 1*	419	*+14*	338	*+10*	178	*+19*
	1930	1,914	*+14*	3,729	*+24*	2,255	*+17*	190	*+23*	563	*+34*	516	*+53*	206	*+16*
	1961	2,187	*+14*	4,572	*+23*	2,832	*+26*	240	*+26*	650	*+15*	613	*+19*	237	*+15*
	1962	2,239	*+ 2*	5,117	*+12*	3,077	*+ 9*	288	*+20*	760	*+17*	707	*+15*	285	*+20*
	1963	2,407	*+ 8*	5,492	*+ 7*	3,299	*+ 7*	300	*+ 4*	812	*+ 7*	793	*+12*	288	*+ 1*
	1964	2,413	Nil	6,067	*+10*	3,588	*+ 9*	374	*+25*	911	*+12*	863	*+ 9*	331	*+13*
	1965	2,611	*+ 8*	6,846	*+13*	3,933	*+10*	423	*+13*	1,064	*+17*	1,038	*+20*	387	*+17*
	1967	2,922	*+12*	7,982	*+17*	4,564	*+16*	440	*+ 4*	1,234	*+16*	1,287	*+24*	457	*+18*
	1967	2,858	*− 2*	8,843	*+11*	4,952	*+ 8*	457	*+ 4*	1,407	*+14*	1,516	*+18*	509	*+12*
Electric machinery, apparatus and appliances (Division 72)	1957	649	*+ 5*	1,175	*+15*	659	*+18*	102	*+ 5*	170	*+21*	54	*+26*	190	*+ 3*
	1958	639	*− 2*	1,309	*+11*	692	*+ 5*	114	*+12*	209	*+23*	68	*+26*	226	*+19*
	1959	666	*+ 4*	1,464	*+12*	801	*+16*	96	*−15*	220	*+ 5*	77	*+13*	270	*+19*
	1960	682	*+ 2*	1,762	*+20*	881	*+10*	114	*+18*	282	*+28*	137	*+78*	348	*+29*
	1961	760	*+11*	2,038	*+16*	1,022	*+16*	132	*+16*	319	*+13*	167	*+22*	398	*+14*
	1962	803	*+ 6*	2,217	*+ 9*	1,085	*+ 6*	159	*+20*	348	*+ 9*	209	*+25*	416	*+ 5*
	1963	891	*+11*	2,474	*+12*	1,173	*+ 8*	187	*+18*	392	*+13*	262	*+25*	460	*+11*
	1964	881	*− 1*	2,913	*+18*	1,311	*+12*	233	*+25*	449	*+15*	342	*+31*	578	*+26*
	1965	925	*+ 5*	3,325	*+14*	1,478	*+13*	259	*+11*	535	*+19*	430	*+26*	623	*+ 8*
	1966	967	*+ 5*	3,548	*+ 7*	1,619	*+10*	256	*− 1*	556	*+ 4*	494	*+15*	623	Nil
	1967	951	*− 2*	3,871	*+ 9*	1,761	*+ 9*	262	*+ 2*	591	*+ 6*	594	*+20*	663	*+ 6*
Transport equipment (Division 73)	1957	1,503	*+ 3*	2,177	*+20*	1,171	*+19*	137	*− 7*	493	*+29*	244	*+30*	130	*+21*
	1958	1,631	*+ 9*	2,634	*+21*	1,403	*+20*	162	*+19*	596	*+20*	312	*+28*	161	*+24*
	1959	1,674	*+ 3*	3,049	*+16*	1,575	*+12*	178	*+10*	743	*+25*	359	*+15*	194	*+20*
	1960	1,695	*+ 1*	3,506	*+15*	1,853	*+18*	185	*+ 4*	868	*+17*	400	*+11*	200	*+ 3*
	1961	1,605	*− 5*	3,634	*+ 4*	1,891	*+ 2*	224	*+21*	813	*− 6*	488	*+22*	218	*+ 9*
	1962	1,607	Nil	3,861	*+ 6*	1,966	*+ 4*	262	*+17*	868	*+ 7*	516	*+ 6*	249	*+14*
	1963	1,764	*+10*	4,472	*+16*	2,345	*+19*	353	*+35*	955	*+10*	524	*+ 2*	295	*+18*
	1964	1,829	*+ 4*	5,078	*+14*	2,632	*+12*	430	*+22*	943	*− 1*	641	*+22*	432	*+46*
	1965	2,028	*+11*	5,555	*+ 9*	2,858	*+ 9*	604	*+40*	1,043	*+11*	709	*+11*	341	*−21*
	1966	2,217	*+ 9*	6,128	*+10*	3,112	*+ 9*	637	*+ 5*	1,212	*+16*	790	*+12*	377	*+11*
	1967	2,005	*−10*	6,182	*+ 1*	3,070	*− 1*	651	*+ 2*	1,305	*+ 8*	844	*+ 7*	313	*−17*
Passenger road motor vehicles complete and chassis (other than buses or motor-cycles) (Items 732·1 and 732·6)	1957	440	*+31*	872	*+24*	497	*+24*	46	*−12*	222	*+38*	100	*+26*	7	*−11*
	1958	524	*+19*	1,170	*+34*	659	*+33*	49	*+ 8*	312	*+41*	139	*+39*	11	*+51*
	1959	624	*+19*	1,520	*+30*	784	*+19*	67	*+37*	471	*+51*	183	*+32*	13	*+15*
	1960	630	*+ 1*	1,644	*+ 8*	895	*+14*	88	*+30*	469	Nil	174	*− 5*	18	*+43*
	1961	415	*−34*	1,609	*− 2*	957	*+ 8*	100	*+14*	354	*−25*	184	*+ 6*	14	*−22*
	1962	604	*+50*	1,918	*+19*	1,067	*+11*	138	*+38*	429	*+21*	268	*+46*	16	*+14*
	1963	666	*+10*	2,240	*+17*	1,324	*+24*	146	*+ 6*	497	*+16*	253	*− 6*	20	*+25*
	1964	721	*+ 8*	2,495	*+11*	1,514	*+14*	218	*+49*	442	*−11*	281	*+11*	41	*+105*
	1965	705	*− 2*	2,838	*+14*	1,636	*+ 8*	367	*+69*	494	*+12*	301	*+ 7*	39	*− 4*
	1966	659	*− 6*	3,095	*+ 9*	1,779	*+ 9*	376	*+ 2*	537	*+ 9*	368	*+22*	35	*−11*
	1967	586	*−11*	3,137	*+ 1*	1,698	*− 5*	392	*+ 4*	595	*+11*	414	*+13*	38	*+11*
Buses, trucks, lorries, complete and chassis (Items 732·2, ·3, ·4 and ·7)	1957	253	*+ 1*	288	*+20*	192	*+23*	10	*−25*	68	*+38*	16	*−12*	2	*−44*
	1958	236	*− 7*	326	*+13*	210	*+10*	13	*+30*	85	*+25*	14	*−11*	4	*+99*
	1959	257	*+ 9*	342	*+ 5*	224	*+ 7*	14	*+ 8*	85	Nil	13	*− 7*	6	*+50*
	1960	302	*+17*	401	*+17*	245	*+ 9*	14	*+ 1*	104	*+23*	26	*+93*	13	*+116*
	1961	356	*+18*	406	*+ 1*	270	*+12*	20	*+43*	74	*−29*	27	*+ 4*	15	*+15*
	1962	328	*− 8*	417	*+ 3*	270	Nil	25	*+25*	70	*− 5*	38	*+41*	14	*− 7*
	1963	355	*+ 8*	423	*+ 1*	268	*− 1*	26	*+ 4*	73	*+ 4*	39	*+ 3*	17	*+21*
	1964	363	*+ 2*	494	*+17*	306	*+14*	32	*+23*	78	*+ 7*	57	*+46*	20	*+18*
	1965	386	*+ 6*	511	*+ 3*	305	*− 1*	41	*+25*	78	Nil	62	*+ 8*	26	*+28*
	1966	403	*+ 4*	647	*+27*	336	*+10*	99	*+145*	97	*+25*	82	*+33*	33	*+26*
	1967	328	*−18*	664	*+ 3*	350	*+ 4*	92	*− 7*	96	*− 2*	94	*+15*	32	*− 1*

For notes, see page vi. For definitions, see page iv.

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (b)		Canada		Japan		Total (b)		Exporter / SITC Category
139	+ 7	7	+14	1,111	+34	115	+47	209	— 6	4,900	+20	1957 Iron and steel
138	— 1	7	+ 1	612	—45	75	—35	250	+19	4,115	—16	1958 (Division 67)
156	+13	9	+20	409	—33	125	+67	253	+ 1	4,275	+ 4	1959
197	+26	12	+37	658	+61	155	+24	388	+53	5,494	+29	1960
223	+13	16	+33	508	—23	130	—16	380	— 2	5,218	— 5	1961
217	— 3	14	—12	471	— 7	140	+ 8	531	+40	5,172	— 1	1692
237	+ 9	15	+ 7	523	+11	171	+22	699	+32	5,384	+ 4	1963
292	+23	17	+13	675	+29	212	+24	910	+30	6,331	+18	1964
322	+10	21	+19	629	— 7	212	Nil	1,290	+42	7,267	+14	1965
357	+11	25	+19	558	—11	227	+ 7	1,293	Nil	7,147	— 2	1966
407	+14	24	— 3	561	+ 1	232	+ 3	1,273	— 2	7,661	+ 7	1967
579	+28	427	+11	5,703	+ 9	388	+19	630	+30	17,386	+13	1957 Machinery and transport equipment
634	+ 9	458	+ 7	5,242	— 8	453	+17	627	Nil	18,016	+ 4	1958 (Section 7)
668	+ 5	478	+ 4	5,161	— 2	413	— 9	810	+29	19,079	+ 6	1959
782	+17	550	+15	5,993	+16	428	+ 4	928	+15	21,969	+15	1960
884	+14	633	+15	6,104	+ 2	501	+17	1,120	+21	24,037	+ 9	1961
1,034	+17	693	+ 9	6,543	+ 7	584	+17	1,233	+10	25,929	+ 8	1962
1,127	+ 9	743	+ 7	6,809	+ 4	644	+10	1,469	+19	28,292	+ 9	1963
1,254	+11	796	+ 7	8,054	+18	945	+47	1,958	+33	32,187	+14	1964
1,388	+11	894	+12	9,613	+ 7	1,187	+26	2,643	+35	37,104	+12	1965
1,517	+ 9	985	+10	10,808	+12	1,928	+62	3,308	+25	42,312	+14	1966
1,673	+10	1,057	+ 7	12,146	+12	2,830	+47	3,817	+15	46,232	+ 9	1967
265	+21	326	+13	2,980	+11	199	+26	128	+10	8,055	+15	1957 Machinery other than electric
260	— 2	342	+ 5	2,765	— 7	220	+11	134	+ 4	8,113	+ 1	1958 (Division 71)
287	+10	368	+ 8	2,765	Nil	261	+19	170	+27	8,548	+ 5	1959
353	+23	420	+14	3,166	+15	260	Nil	222	+30	10,064	+18	1960
437	+24	477	+14	3,532	+12	264	+ 2	313	+41	11,782	+17	1961
515	+18	528	+11	3,843	+ 9	305	+13	335	+ 7	12,882	+ 9	1962
513	Nil	566	+ 7	3,982	+ 4	343	+12	339	+ 1	13,642	+ 6	1963
577	+12	603	+ 7	4,714	+18	435	+27	481	+42	15,290	+12	1964
625	+ 8	664	+10	5,013	+ 6	486	+12	624	+30	16,868	+10	1965
752	+20	736	+11	5,515	+10	676	+39	813	+30	19,397	+15	1966
789	+ 5	785	+ 7	5,925	+ 7	780	+15	928	+14	20,908	+ 8	1967
86	+ 8	86	+ 4	803	+ 6	37	+10	78	+53	2,914	+10	1957 Electric machinery, apparatus
95	+10	91	+ 6	794	— 1	37	— 1	99	+27	3,064	+ 5	1958 and appliances
93	— 2	94	+ 3	775	— 2	44	+19	198	+100	3,334	+ 9	1959 (Division 72)
113	+22	119	+27	786	+ 1	64	+46	274	+39	3,800	+14	1960
121	+ 7	143	+20	955	+22	78	+20	337	+23	4,432	+17	1961
143	+18	150	+ 4	1,000	+ 5	90	+17	426	+26	4,829	+ 9	1962
166	+16	166	+11	1,084	+ 8	102	+13	516	+21	5,399	+12	1963
219	+32	181	+ 9	1,284	+18	118	+16	638	+24	6,234	+15	1964
224	+ 3	212	+17	1,661	Nil	212	+80	775	+22	7,334	+12	1965
264	+18	229	+ 8	1,899	+14	273	+29	1,055	+36	8,236	+12	1966
283	+ 7	249	+ 9	2,097	+10	310	+13	1,156	+10	8,917	+ 8	1967
228	+47	15	+ 6	1,920	+ 6	151	+14	424	+34	6,418	+12	1957 Transport equipment
279	+23	24	+63	1,683	—12	195	+29	395	— 7	6,841	+ 7	1958 (Division 73)
288	+ 3	16	—33	1,621	— 5	107	—45	442	+12	7,197	+ 5	1959
316	+10	11	—33	2,041	+26	103	— 4	433	— 2	8,105	+13	1960
326	+ 3	13	+18	1,617	—21	159	+54	470	+ 9	7,824	— 3	1961
376	+17	15	+17	1,699	+ 5	189	+21	472	Nil	8,219	+ 5	1962
447	+19	11	—27	1,744	+ 3	200	+ 6	614	+30	9,252	+13	1963
459	+ 3	12	+ 9	2,057	+18	393	+97	839	+37	10,667	+15	1964
539	+18	18	+54	2,939	+13	489	+25	1,243	+48	12,811	+14	1965
501	— 7	20	+13	3,394	+16	978	+100	1,439	+16	14,679	+15	1966
601	+20	23	+11	4,124	+21	1,740	+78	1,734	+20	16,408	+12	1967
21	+161	5	— 2	318	— 9	24	+36	4	+164	1,684	+19	1957 Passenger road motor vehicles
38	+79	7	+21	277	—13	20	—14	5	+38	2,041	+21	1958 complete, and chassis (other
55	+44	8	+17	236	—15	18	—12	8	+57	2,469	+21	1959 than buses or motor cycles) (Items 732.1 and 732.6)
61	+12	1	—92	258	+ 9	25	+42	16	+106	2 635	+ 7	1960
59	— 3	—	—	235	— 9	18	—28	23	+44	2,377	—10	1961
71	+20	—	—	264	+12	20	+11	30	+30	2,907	+22	1962
87	+23	—	—	276	+ 5	27	+35	39	+30	3,335	+15	1963
101	+16	—	—	338	+22	65	+141	77	+97	3,798	14	1964
116	+14	—	—	403	..	140	+115	115	+50	4,318	..	1965
145	+25	—	—	576	+43	398	+185	176	+53	5,050	+17	1966
186	+28	1	+32	824	+43	815	+105	251	+42	5,798	+15	1967
34	+ 1	—	—	445	— 1	12	+33	18	+125	1,050	+ 6	1957 Buses, trucks, lorries, complete
35	Nil	—	—	300	—32	11	— 7	14	—24	922	—12	1958 and chassis
37	+ 6	—	—	333	+11	15	+36	34	+143	1,018	+10	1959 (Items 732.2, .3, .4 and 7)
48	+29	—	—	372	+12	15	Nil	62	+85	1,200	+18	1960
60	+25	—	—	361	— 3	5	—67	58	— 6	1,273	+ 6	1961
67	+12	—	—	249	— 3	4	—20	84	+45	1,149	—10	1962
64	— 4	—	—	268	+ 8	10	+150	95	+13	1,215	+ 6	1963
76	+19	—	—	342	+28	13	+30	103	+ 8	1,391	+14	1964
74	— 3	2	—	402	..	33	+141	121	+17	1,530	..	1965
93	+26	1	—39	446	+11	163	+400	128	+ 6	1,882	+23	1966
87	— 7	2	+80	500	+12	305	+88	182	+42	2,068	+10	1967

For notes, see page vi. For definitions, see page iv.

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

SITC Category	Exporter	United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
Bodies, chassis and other parts for road motor vehicles (Item 732·8)	1957	189	*+ 4*	145	*+16*	83	*+15*	4	*Nil*	32	*+23*	23	*+15*	3	*Nil*
	1958	217	*+15*	167	*+15*	100	*+21*	4	*—16*	40	*+26*	20	*—13*	3	*—1*
	1959	239	*+10*	215	*+29*	133	*+33*	4	*+15*	47	*+16*	27	*+32*	4	*+31*
	1960	295	*+23*	304	*+42*	181	*+37*	8	*+91*	73	*+57*	35	*+33*	6	*+58*
	1961	300	*+ 2*	374	*+23*	237	*+29*	11	*+38*	81	*+11*	41	*+17*	8	*+33*
	1962	320	*+ 7*	412	*+10*	267	*+13*	10	*— 9*	75	*— 7*	51	*+24*	9	*+13*
	1963	351	*+10*	462	*+12*	291	*+11*	12	*+20*	89	*+19*	59	*+16*	11	*+22*
	1964	398	*+13*	550	*+19*	342	*+18*	26	*+117*	103	*+16*	68	*+15*	12	*+ 9*
	1965	462	*+16*	737	*+34*	438	*+28*	67	*+162*	135	*+31*	82	*+20*	15	*+27*
	1966	501	*+ 9*	878	*+19*	483	*+10*	82	*+22*	193	*+43*	102	*+24*	19	*+27*
	1967	483	*— 4*	906	*+ 3*	484	*Nil*	77	*— 7*	197	*+ 2*	128	*+26*	21	*+ 9*
Other manufactures (Section 8 and rest of Section 6)	1957	1,290	*— 3*	2,904	*+10*	1,158	*+12*	456	*— 4*	676	*+15*	325	*+22*	289	*+ 1*
	1958	1,215	*— 6*	3,007	*+ 4*	1,197	*+ 3*	463	*+ 2*	712	*+ 5*	331	*+ 2*	304	*+ 5*
	1939	1,316	*+ 8*	3,536	*+18*	1,348	*+13*	571	*+23*	831	*+17*	422	*+27*	364	*+20*
	1960	1,419	*+ 8*	4,152	*+17*	1,534	*+14*	582	*+ 2*	1,015	*+22*	624	*+48*	397	*+ 9*
	1961	1,349	*+ 9*	4,476	*+ 8*	1,613	*+ 5*	642	*+10*	1,026	*+ 1*	757	*+21*	438	*+10*
	1962	1,604	*+ 4*	4,893	*+ 9*	1,710	*+ 6*	737	*+15*	1,087	*+ 6*	892	*+18*	467	*+ 7*
	1963	1,781	*+11*	5,564	*+14*	1,982	*+16*	828	*+12*	1,191	*+10*	1,049	*+18*	514	*+10*
	1964	1,992	*+12*	6,456	*+16*	2,229	*+12*	1,020	*+23*	1,341	*+13*	1,256	*+20*	610	*+19*
	1965	2,172	*+ 9*	7,256	*+12*	2,441	*+10*	1,127	*+10*	1,506	*+12*	1,488	*+18*	695	*+14*
	1966	2,372	*+ 9*	8,324	*+15*	2,784	*+14*	1,286	*+14*	1,661	*+10*	1,820	*+22*	773	*+11*
	1967	2,433	*+ 3*	8,953	*+ 8*	3,081	*+11*	1,342	*+ 4*	1,725	*+ 4*	1,984	*+ 9*	821	*+ 6*

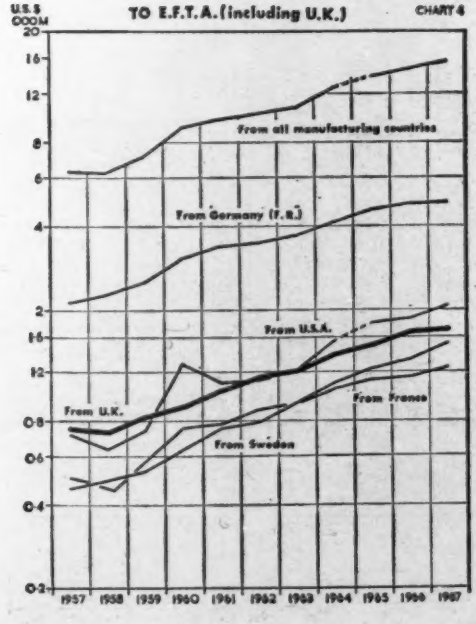
For notes, see page vi. For definitions, see page iv.

EXPORTS OF MANUFACTURES BY MARKET

(Continued)

From main exporting countries

(Ratio scales)



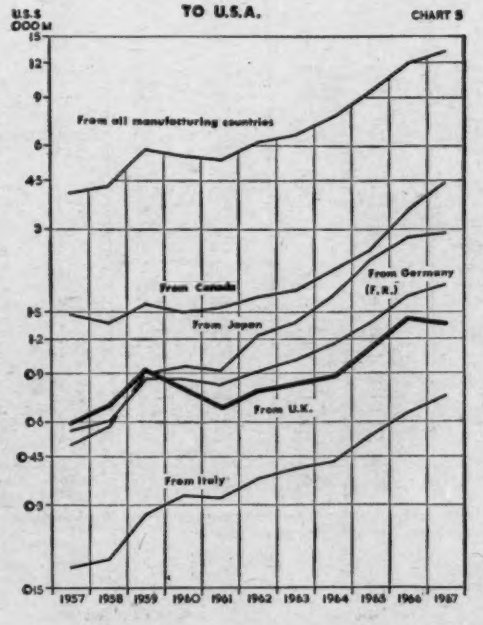


Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (b)		Canada		Japan		Total (b)		Exporter / SITC Category
7	Nil	—	—	585	— 2	20	—23	6	+20	953	+ 1	1957 Bodies, chassis and other parts
8	+23	—	—	582	Nil	21	+ 5	7	+ 9	1,003	+ 5	1958 of road motor vehicles
11	+41	—	—	661	+14	28	+33	10	+51	1,164	+16	1959 (Item 732-8)
13	+17	—	—	686	+ 4	39	+39	13	+23	1,351	+16	1960
19	+46	—	—	684	Nil	26	—10	15	+15	1,418	+ 5	1961
22	+16	—	—	802	+17	22	—15	15	Nil	1,596	+13	1962
27	+23	—	—	903	+13	33	+50	17	+13	1,793	+12	1963
31	+15	3	—	866	— 4	68	+106	23	+35	1,940	+ 8	1964
38	+23	4	+25	1,127	..	139	+104	28	+22	2,535	..	1965
46	+24	4	+ 5	1,269	+13	263	+90	41	+43	3,002	+19	1966
54	+16	4	+11	1,351	+ 6	371	+41	52	+27	3,221	+ 7	1967
303	+ 7	478	+ 7	1,426	+14	944	+ 3	644	+15	7,989	+ 7	1957 Other manufactures
307	+ 1	434	— 9	1,445	+ 1	897	— 5	668	+ 4	7,973	Nil	1958 (Section 8 and rest of Section 6)
333	+ 8	457	+ 5	1,520	+ 5	974	+ 9	899	+35	9,035	+13	1959
397	+19	524	+15	1,620	+ 7	999	+ 3	1,020	+13	10,131	+12	1960
441	+11	563	+ 7	1,675	+ 3	976	— 2	1,019	Nil	10,699	+ 6	1961
475	+ 8	624	+11	1,760	+ 5	981	+ 1	1,192	+17	11,527	+ 8	1962
537	+13	671	+ 8	1,962	+11	1,048	+ 7	1,276	+ 7	12,839	+11	1963
609	+13	737	+10	2,264	+15	1,171	+12	1,487	+17	14,717	+15	1964
640	+ 5	832	+13	2,565	+10	1,146	— 2	1,731	+16	16,343	+10	1965
707	+10	923	+11	2,947	+15	1,269	+11	2,021	+17	18,563	+14	1966
762	+ 8	989	+ 7	3,114	+ 6	1,296	+ 2	2,249	+11	19,795	+ 7	1967

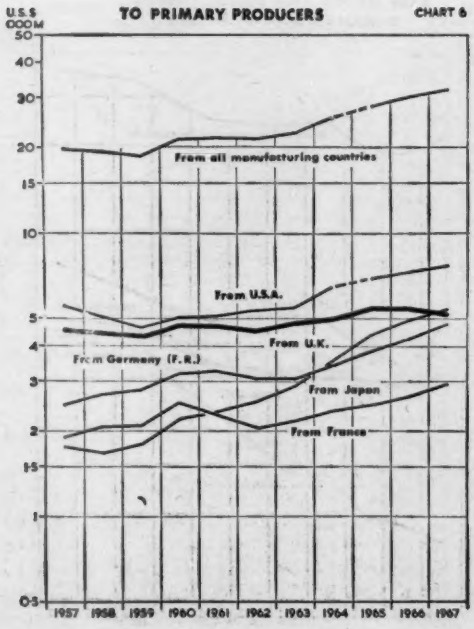
For notes, see page vi. For definitions, see page iv.

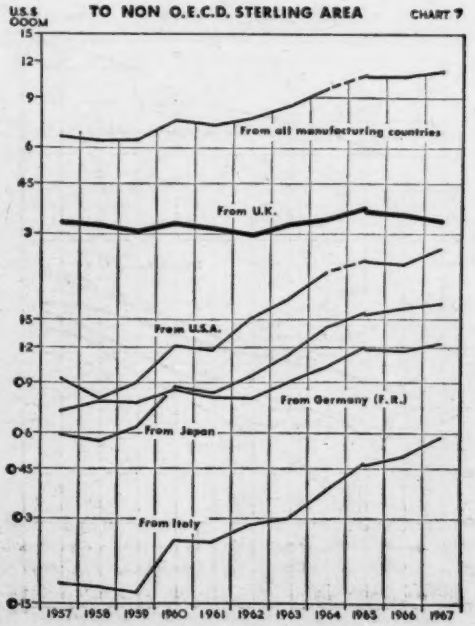
EXPORTS OF MANUFACTURES BY MARKET

(*Continued*)

From main exporting countries

(Ratio scales)

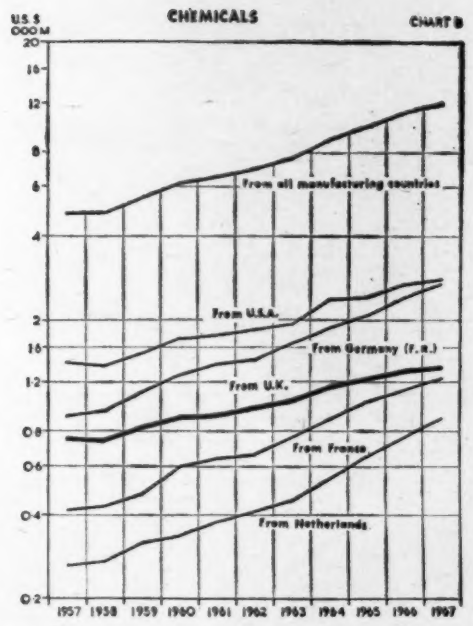


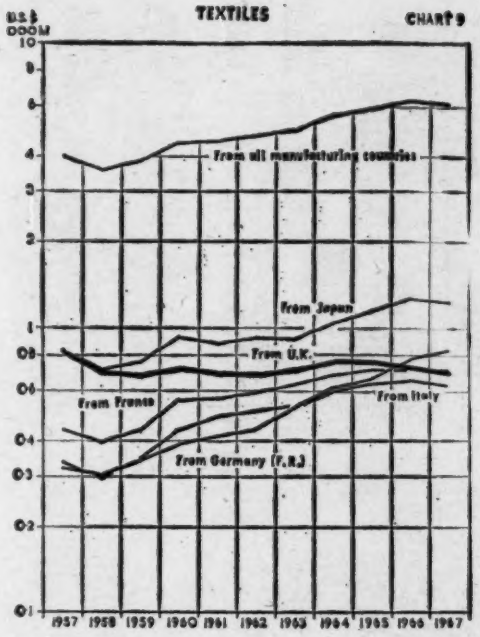


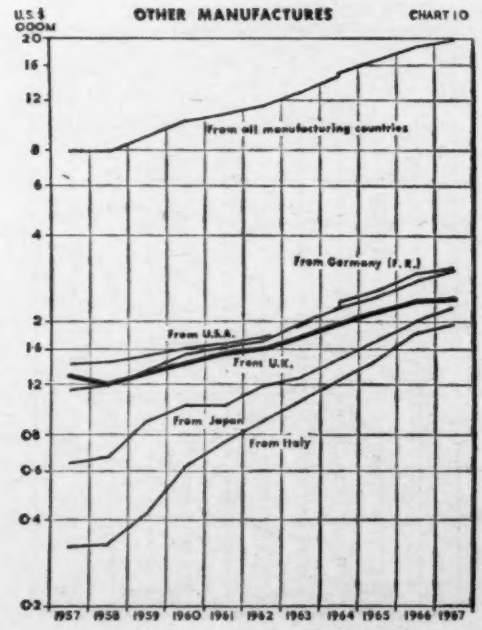
EXPORTS OF MANUFACTURES BY COMMODITY

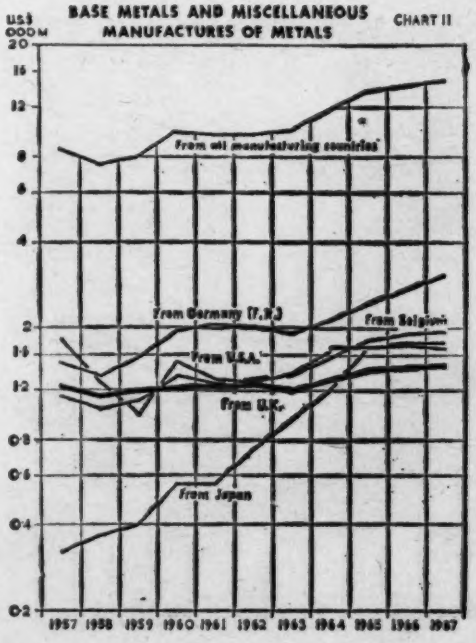
From main exporting countries

(Ratio scales)



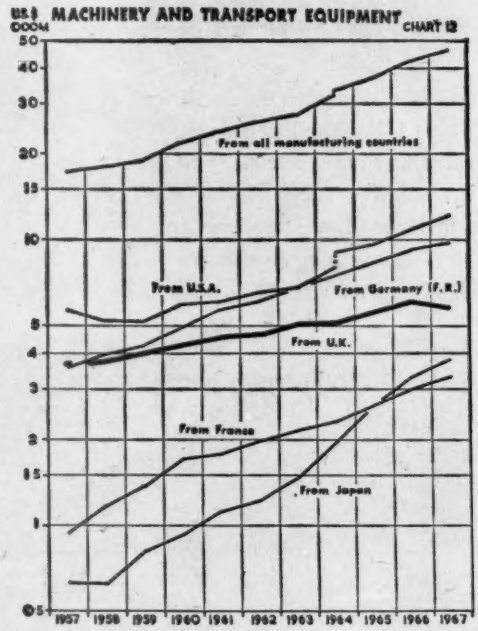


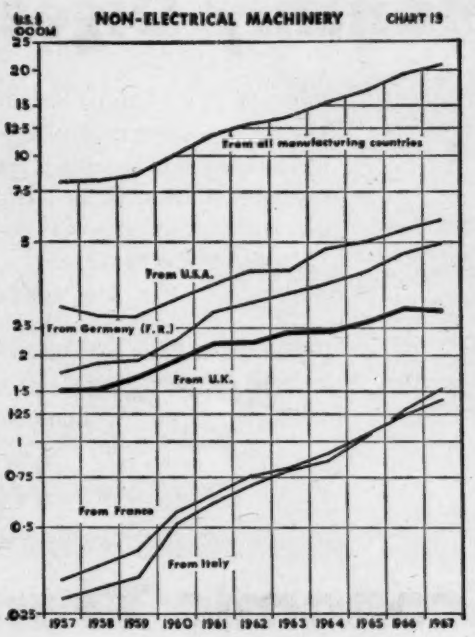


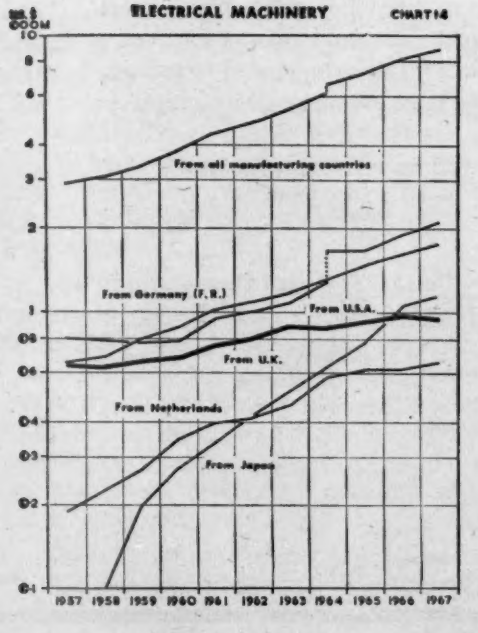


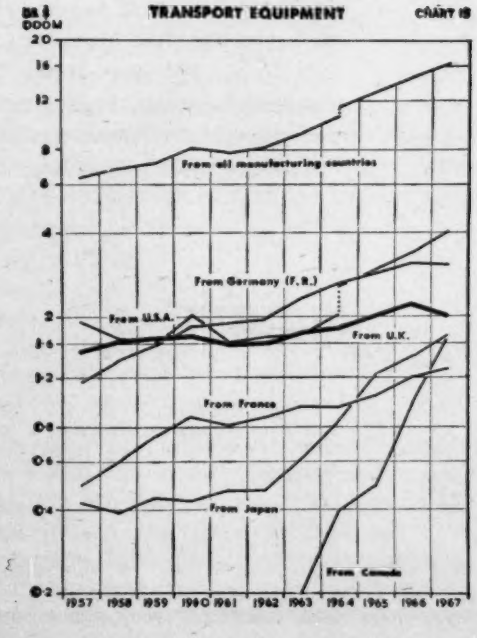
EXPORTS OF MANUFACTURES BY COMMODITY
(*Continued*)

From main exporting countries
(Ratio scales)









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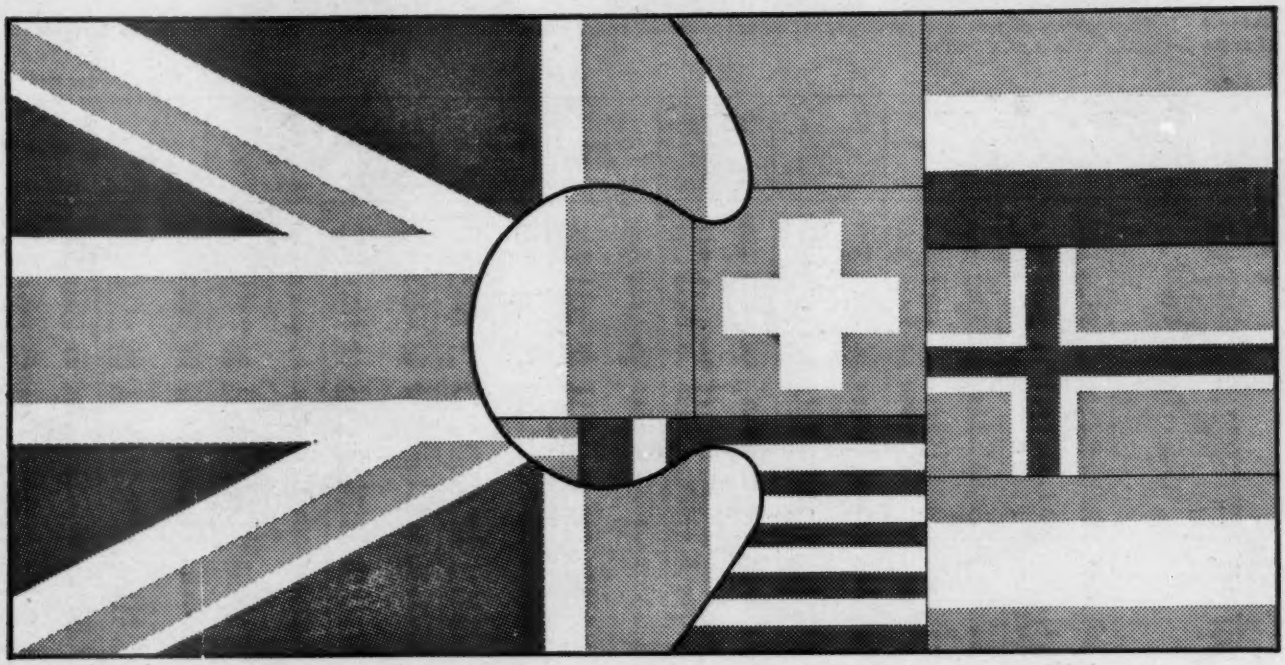

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HIRE PURCHASE BUSINESS, *continued*

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor-cycles, side-cars, power assisted cycles (£38 million)		Caravans new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	— 14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	— 23	117	— 14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	— 15
1967 Year	152	+ 16	137	+ 17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+ 11
1967 1st quarter	110	— 36	95	— 30	80	—23	22	— 53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	— 26
2nd quarter	140	— 25	135	— 17	100	— 9	59	— 10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	— 13
3rd quarter	183	+ 67	177	+ 70	88	+13	57	+47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+ 44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+ 81
1968 1st quarter	184	+ 67	155	+ 63	116	+45	44	+ 96	134	+38	92	— 2	192	+12	74	+36	164	+28	139	+ 48
2nd quarter	135	— 3	142	+ 6	106	+ 6	53	— 9	170	+24	91	— 9	185	— 9	63	+17	163	+21	125	+ 3
1967 January	107	— 37	78	— 31	73	—24	16	— 55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	— 26
February	106	— 35	95	— 29	75	—21	22	— 54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	— 26
March	117	— 37	112	— 30	92	—22	29	— 51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	— 24
April	118	— 36	111	— 26	93	—16	44	— 26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	— 19
May	134	— 35	126	— 25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	— 19
June	167	— 2	167	— 1	99	— 2	62	— 11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+ 14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+ 72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+ 93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+ 94
December	94	+123	78	+ 29	72	+43	26	+ 85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+ 36
1968 January	163	+ 53	123	+ 58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+ 43
February	181	+ 71	158	+ 67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+ 50
March	207	+ 76	183	+ 63	141	+54	54	+ 85	182	+29	107	— 8	208	+ 2	74	+40	171	+40	160	+ 50
April	124	+ 5	137	+ 23	101	+ 9	52	+ 19	147	+17	88	—17	174	—22	63	+33	165	+24	120	+ 10
May	149	+ 11	156	+ 24	121	+13	55	— 21	191	+39	99	+12	220	+13	68	+19	183	+43	140	+ 18
June	133	— 21	134	— 20	94	— 5	53	— 14	172	+15	85	—18	160	—17	56	+ 2	142	— 2	116	— 15
July	126	— 35	158	— 13	99	+10	57	— 6	189	+32	108	—19	169	— 1	69	+28	165	+32	128	— 9

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, August 30, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Escape from the Sea	Br/E 33489	53	August 26	Children's Film Foundation Ltd.	Wallace Productions Ltd. for Children's Film Foundation Ltd.
The Magnificent Six and a ½: Part 1. Ghosts and Ghoulies	Br/E 33490	21	August 26	" "	Century Film Productions Ltd. for Children's Film Foundation Ltd.
The Magnificent Six and a ½: Part 2. When Knights were Bold	Br/E 33491	17	August 26	" "	" "
The Magnificent Six and a ½: Part 3. Billy the Kid	Br/E 33492	18	August 26	" "	" "
The Magnificent Six and a ½: Part 4. Kon-Tiki Kids	Br/E 33493	16	August 26	" "	" "
The Magnificent Six and a ½: Part 5. Bob a Job	Br/E 33494	15	August 26	" "	" "
The Magnificent Six and a ½: Part 6. Peewee's Pianola	Br/E 33495	15	August 26	" "	" "
Look at Life Series 37: *Painting People*	Br/E 33496	10	August 28	Rank Film Distributors Ltd.	Antony Barrier Productions Ltd.
The Vulture	Br/E 33497	92	August 28	Paramount Pictures (UK) Ltd.	Homerick Film Ltd.
Europa Waterway	Br/E 33498	25	August 28	Columbia Pictures Corp. Ltd.	Carrickford Productions Ltd.
Pathe Pictorial Series 703/715: *Pathe Pictorial No.* 715	Br/E 33499	8	August 28	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Mining Review No. 1 – 22nd Year	Br/E 33502	10	August 29	Data Film Distributors Ltd.	National Coal Board.
Movietone News 2046	Br/E 33347	8	August 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2046A	Br/E 33348	8	August 30	" "	" "
Pathe News 68-69	Br/E 33399	7	August 30	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-70	Br/E 33400	8	August 30	" "	" "
				FOREIGN	
The Good The Bad and the Ugly	F 33488	148	August 26	United Artists Corp. Ltd.	P.E.A.-Produzioni Europee Associate, Rome.
For a Dollar in the Teeth	F 33500	84	August 28	Ranworth Film Services Ltd.	Taka Productions New York, Primex Italiana, Rome.
Charly	F 33501	100	August 28	Cinerama International Releasing Organization.	Selmur Productions Inc.

NOTE:
In the week ended Friday, August 23, 1968, details of films registered by the Board of Trade should be under the Films Acts 1960 to 1966.

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Exhibitions and Fairs

'Outstanding Successes' for British Manufacturers at Cologne Men's Fashion Week

A report from the British Embassy, Bonn

The picture on the left shows Mr. S. L. Edwards (right), Minister (Economic) at the British Embassy in Bonn, talking to Mr. John Langford of John Langford & Co., who found sales prospects for his company's shirts to be very promising. On the right is a general view of part of the Clothing Manufacturers' Federation stand.

WHEN THE 15th International Men's Fashion Week closed its doors on August 25 after three days trading, a record number of British exhibitors had booked orders across the whole board of menswear from 'way-out' up-to-the-minute gear to traditional British quality suits and coats over stiff white collars.

At this bigger than ever international men's fashion week with 581 exhibitors plus 61 additionally represented firms sited in the most modern halls 12 and 13 of the Cologne Fair Ground, the Board of Trade mounted joint venture stands in conjunction with the Clothing Manufacturers Federation of Great Britain, on which 38 firms exhibited, and with the British Menswear Guild, on which 20 firms exhibited. The British joint venture stands, designed on the open-plan system by the Central Office of Information and grouped around the central feature of an English garden, drew favourable comments from buyers and exhibitors alike for their functional nature and attractive appearance.

Largest foreign exhibit

The fair was truly international in every sense of the word. There were no fewer than 202 direct foreign exhibitors from 18 countries, representing 41 per cent of all exhibitors. The United Kingdom with 60 direct exhibitors and 17 additionally represented firms was by far the largest foreign exhibitor, followed by Italy (36 direct exhibitors plus three represented firms), France (30 plus 9), Holland (18 plus 7), Switzerland (12 plus 3), Belgium (12 plus 2), Sweden (9 plus 2), India (2), Hong Kong (1 plus 6), Canada (1), Spain (1) and Czechoslovakia and Hungary with one foreign trade organization each. The fair attracted 13,700 German and 7,100 foreign trade buyers from 39 countries. The level of German trade visitors was about the same as last year, and the number of foreign visitors was 9 per cent up, the main increase being in buyers from the Scandinavian countries, the United States, Canada and Spain.

Immediate successes

Britain's reputation as a world leader in modern menswear proved to be a tremendous draw to buyers of this type of merchandise, and enabled manufacturers of 'with-it' and 'way-out' suits, jackets, shirts and accessories to achieve the most outstanding immediate successes among British exhibitors. During an official tour of the British stands by Mr. S. L. Edwards, Minister (Economic) at the British Embassy in Bonn, several exhibitors were able to report more orders on the first day than in the whole of last year's fair, with main interest coming from Scandinavian, Canadian and American buyers, whose increased presence at the fair resulted in business being placed with British exporters by American boutique chain buyers. By lunchtime on the closing day of the fair one-half of the exhibitors on the official British stands reported total firm orders worth more than £160,000.

The following are just a few of the individual success stories reported by British exhibitors.

Scott Lester Ltd. sold £38,000 worth of their ultra-modern menswear during the first two days of the fair and the firm's stand personnel and nine agents were kept fully occupied up to the close of business.

The care taken by the Wenslow Manufacturing Co., Ltd. in producing specially designed ranges for foreign markets following market research was rewarded by orders for £12,000 worth of shirts from boutique buyers mainly in EFTA countries and the United States. Since their introduction, sales of this firm's roll collar shirts to the latter market have been so large as to necessitate the laying down of extra production capacity and the formation of a special export company to handle them.

Breaking into North American markets

Fox Brothers Clothes Ltd. reported a major breakthrough in the American and Canadian markets, and the firm booked as much business in the first three days of the Cologne Exhibition as they did in the same period on a stand four times bigger at this year's IMBEX. Fox Brothers felt that the great interest shown in their merchandise by buyers from new markets contacted in Cologne indicated a tremendous potential for sales of their modern British menswear.

Famox Primefit Shirts described their sales as 'phenomenal' with 'many large orders'.

In the midst of this great world wide interest in Britain's most modern clothing, one exhibitor was able to book an order for £8,500 worth of stiff collars. Whereas the demand for modern menswear is not as widespread in

Mrs. Dunwoody to visit Milan exhibition

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, is to visit Italy between October 5 and 10, during which she will attend the International Plastics Exhibition (Plast '68) at Milan on October 8. The exhibition is being held from October 5 to 13 in the grounds of the Milan Fair Authority.

The British Plastics Federation is collaborating with the Board of Trade in organizing a joint venture display of plastic manufacturing machinery and plastic products by 19 British companies. Exhibits will include plastic bag making machinery, injection machinery, injection moulding machinery, plastic packs, instrument panels, sign lettering and sample mouldings. The machinery stand and the materials stand will be situated in separate halls and will have their own information office and exhibitors' lounge. The total display will occupy 7,925 sq ft. of exhibition space.

During her five day visit Mrs. Dunwoody will be meeting local officials and attending various functions, including a reception at La Rinascente store in Catania on October 6 where a special promotion of British goods including fashionwear, knitwear, clothing textiles, furnishing fabrics, household goods, perfumery etc. is being staged for one week from October 7. On October 8 Mrs. Dunwoody will also speak at a luncheon given by the British Chamber of Commerce in Milan.

Britain at the Irish packaging exhibition

THIRTEEN COMPANIES manufacturing packaging machinery and materials will be exhibiting their products on the British combined stand at the Irish Packaging Exhibition, to be held at the Royal Dublin Society, Ballsbridge, Dublin, from September 23-27. The British stand is being organized by The Institute of Packaging in conjunction with the Board of Trade.

Products on show on the British stand will include labelling and cap tightening machines, automatic weighing and check-weighing equipment, industrial marking and addressing equipment, overprinting and coding equipment, hot press marking equipment, capsuling machinery, rigid cardboard boxes and acetate packs, blister packs, polythene bulk containers, corrugated fibreboard containers and packaging board, reels, cases and cartons. There will be an information bureau organized by The Institute of Packaging.

Brno Trade Fair

THE CZECHOSLOVAK EMBASSY in London has informed the Board of Trade that the Brno Fair has now been postponed until September 14 to 24. The three trade associations cooperating with the Board of Trade in joint venture schemes have been informed. The Board of Trade is continuing with its arrangements to support trade association exhibitors and mount an official Government stand as in previous Brno Fairs.

COLOGNE MEN'S FASHION WEEK, *continued*

Germany as in many other countries, it was gratifying to note that a large number of German buyers of standard lower and medium quality men's outerwear found the prices quoted by some British manufacturers to be so keen as to ride the import duty of 18 per cent and still be competitive. This interest by German buyers for standard foreign merchandise is particularly significant following a marked tendency on the part of local traders to buy from domestic manufacturers who have been compelled to offer very keen prices and delivery during the recent trade recession, which affected the menswear trade in Germany more than other branches of the consumer goods industry and even the textiles trade generally. Record total German imports of men's and boys' outerwear in 1966 of DM344 million dropped to DM291 million in 1967.

'London Line '69'

The 18 members of the British Menswear Guild exhibited co-ordinated high quality men's clothing and footwear under the motto 'London Line '69'. This high quality merchandise is not normally sold in large quantities at trade fairs, and the Guild members lay special value on meeting existing customers and establishing contact with new potential customers to whom ranges can be shown individually later. The truly international importance of the Cologne Men's Fashion Week was again illustrated by the fact that Guild members opened accounts with buyers from New York, Australia and the Far East as well as Europe and Scandinavia. New styles in shirts and pyjamas displayed by the Guild aroused considerable interest as did co-ordinated pullover, tie and sock sets. The traditional quality look in outerwear drew more buyers than at last year's fair, and Aquascutum reported an increase of 27 per cent on last year for orders for spring delivery to German retailers.

Daily international fashion parades under the motto 'Outline of the Well Dressed Man' which are a regular feature of the Cologne Men's Fashion Week covered 92 outfits selected by the German Institute for Men's Fashion, Berlin, for their style, elegance and trend-setting design. Of these, no fewer than 12 were from the United Kingdom. At a fashion preview before an invited audience which included trade press journalists from many countries, one of the three rounds of applause was accorded to a blue blazer suit submitted by Fox Brothers Clothes Ltd. of London.

International centre

The importance to which the Cologne Men's Fashion Weeks has grown as an international centre for menswear was marked by the official opening of this 15th anniversary event by the Federal Finance Minister, Franz Josef Strauss. The anniversary was further marked by the presentation of an address by the German clothing industry to Lord Mayor Theo Burauen, bestowing upon Cologne the title of 'City of Men's Fashion'.

Following difficult early years during which participation in the event was opposed by certain sectors of the German menswear industry, the Cologne International Men's Fashion Weeks are today an event which no menswear manufacturer interested in world markets can afford to ignore. The continuing recognition of this by the sponsoring organizations for all sectors of the British menswear industry is undoubtedly resulting in export business which would not otherwise have been achieved for British manufacturers of clothing ranging from the most modern to the most conservative and from the cheapest to the most expensive of ready mades.

Back in 1969

Ninety-five per cent of the British exhibitors at this year's fair were able to say with certainty that they would be back for the 1969 men's fashion week. There are probably many more British firms which could profit from participation in an event which, in addition to being the leading menswear exhibition in Europe, attracts buyers from all over the world.

More than 1,700 visitors from all over Europe saw a presentation of new styles in Terylene and Crimplene for men during the International Men's Fashion Week at Cologne. ICI took over the Rhine river-boat 'Berlin' for the occasion, and the audience enjoyed a short sail during each show.

International shipping exhibition in Athens

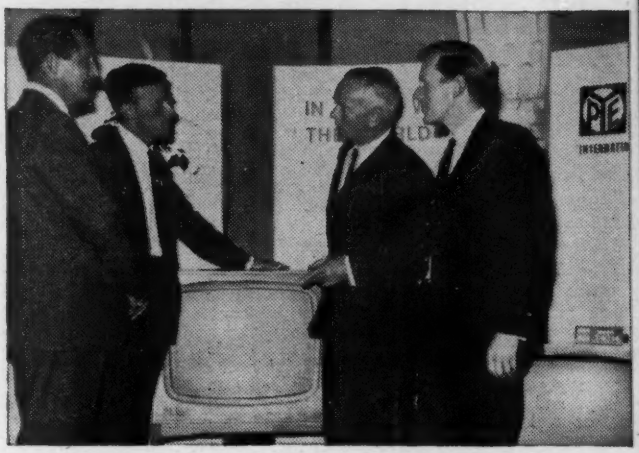
'POSIDONIA '69,' a new international shipping exhibition, will be held at the Zappeion Palace exhibition centre in Athens between June 2 and 8. The organizers are Maritime Presentations Limited, London, who have retained architect Sir Hugh Casson as technical consultant and designer for the exhibition.

'Posidonia '69' is claimed to be the first international exhibition of its type aimed specifically at the powerful Greek shipping market.

The major part of the available stand space has now been filled, say the organizers. So far, Britain, the Netherlands, Italy, the Federal Republic of Germany, Norway, Japan, Switzerland, and, of course, Greece, are taking part, and they are expected to be joined by exhibitors from the United States, Denmark, France and Spain.

The Shipbuilders' and Repairers' National Association and the British Marine Equipment Council will be taking part in the exhibition with Board of Trade support; so far 27 firms are participating in these two joint ventures.

Maritime Presentations Ltd. are offering exhibitors a marketing service, the chief function of which will be to provide detailed information on the Greek merchant fleet and owners before the exhibition opens, and to put them in direct touch with the influential Greek owning groups during the course of the exhibition.



At their annual trade show in London Pye Group (Radio and Television) Ltd. announced a £125,000 export order from Norway for TV sets – including 300 colour receivers. Pictured after the order was signed are (left to right): Jurgen Nordahl, technical manager of Pye Norsk; Mr. Bill Reid, Pye export sales director; Mr. Arnold Hartvig Larsen, managing director of Pye Norsk; and Mr. Paul Harmer, Pye International European sales manager. The set is the Cambridge company's 25-in. screen colour set designed for export.

Water treatment exhibition will be largest ever

WITH SEVEN MONTHS to go before the next Effluent and Water Treatment Exhibition – to be held at Earls Court, London, from March 25 to 28 – some 65 exhibitors have reserved, between them, over 27,000 square feet of display space and the organizers, Thunderbird Enterprises Ltd., report a steadily-increasing flow of inquiries from the industry.

The Effluent and Water Treatment Exhibition is a biennial event – held in conjunction with the international convention on this subject. Next year's exhibition will be the sixth in the series and the biggest to be held so far. The exhibition covers the entire field of water treatment, industrial effluent treatment, and sewage purification and disposal, including plant, chemicals, machinery, instruments and services. The 1967 exhibition attracted visitors and delegations from more than 19 countries including the Federal Republic of Germany, France, Italy, the United States, China, Canada, Portugal, Denmark, Holland, Belgium, Pakistan, Malaya, Ghana and Nigeria.

A feature of the exhibition next year will be the presence of the Ministry of Technology, which will be represented by a large display illustrating the activities of the Water Pollution Research Laboratory at Stevenage.

'See you in Stockholm'

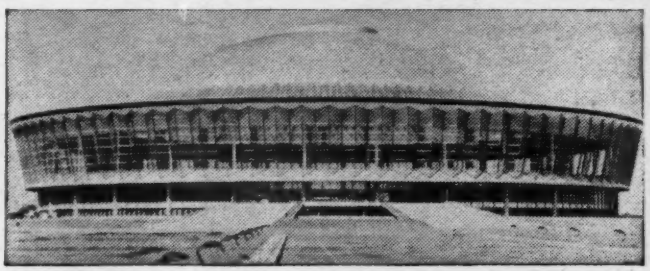
'SEE YOU IN STOCKHOLM' is the title of a leaflet produced by the British Week Office in Stockholm inviting Scandinavians to visit the British Week from September 27 to October 5. The leaflets are being distributed by the British Embassies in Oslo, Copenhagen and Helsinki to store buyers and agents, air line booking offices and similar points. Copies are also being distributed by the British Consulates in Malmo and Gothenburg, and to the shipping lines operating between Stockholm and Helsinki.

Store buyers and retailers from outside Stockholm are being invited to visit the British Week, and to help them to get in touch with manufacturers of British goods on display during the week, the British Week Office is supplying them with pads of trade inquiry forms. A buyer, seeing a product in which he is interested, can fill in an inquiry form and hand it to the British Week Office or the British Embassy who will alert the relevant manufacturer and suggest that he follows up.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

BRITISH INDUSTRIAL EXHIBITION · Bucharest **ROMANIA**



EXHIBITION HALL

17th to 27th October

Exhibitors and visitors are cordially invited to take advantage of the special travel arrangements made by the Romanian National Tourist Office through their accredited agents during the period of the exhibition.

Full details of air travel from London, including extensions to other European cities, and surface arrangements will be sent on request, together with all other relevant information.

For full details of inclusive travel arrangements write, phone or call:

ROMANIAN NATIONAL TOURIST OFFICE. Tel: 930 3812
98-99 Jermyn Street, London, S.W.1.

Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on July 5, 1968)

The next full supplement will be published on November 1.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named. (Tel. 01-222 7877 except where otherwise shown.) Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

AMENDMENTS – 1969

Utrecht: INTERNATIONAL SPRING FAIR – March 1969
The dates should be amended to read: March 2-7, 1969.

Sao Paulo: PROPOSED BRITISH INDUSTRIAL EXHIBITION – March 1969
This entry should be amended to read:

Sao Paulo: BRITISH INDUSTRIAL EXHIBITION – March 5-16, 1969
Inquiries about participation in this event should be addressed to Industrial & Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Milan: INTERNATIONAL SAMPLES FAIR – April 1969
The dates should be amended to read: April 14-25, 1969.

Budapest: INTERNATIONAL TRADE FAIR – May 1969
The dates should be amended to read: May 16-26, 1969.

Poznan: INTERNATIONAL TRADE FAIR – June 1969
The dates should be amended to read: June 8-17, 1969.

(b) SPECIALIZED

DELETE – 1968

Dallas: DALLAS SHOE SHOW – October 19-23, 1968

New York: NATIONAL SHOE FAIR – November 24-26, 1968

San Francisco: INTERNATIONAL AUTOMOBILE SHOW – November 1968

DELETE – 1969

Toronto: CANADIAN FARM AND INDUSTRIAL EQUIPMENT SHOW – January 22-25, 1969

Tokyo: INTERNATIONAL WELDING SHOW – July 19-24, 1969

AMENDMENTS – 1968

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 1968
The dates should be amended to read: October 20-23, 1968.

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 29-31, 1968
This entry should be amended to read:
A joint venture with the Leather Institute.
(Miss J. M. Coker, Ext. 2624).

AMENDMENTS – 1969

Paris: CARPET AND FLOOR COVERINGS EXHIBITION – January 1969
The dates should be amended to read: January 15-20, 1969.

Brussels: INTERNATIONAL MOTOR SHOW – January 1969
The dates should be amended to read: January 15-26, 1969.

Cannes: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 1969
The dates should be amened to read: January 17-24, 1969.

Mexico City: PROPOSED BRITISH EXHIBITION OF FOOD PROCESSING MACHINERY – February 11-15, 1969
The dates should be amended to read: November 10-15, 1969.

Bologna: INTERNATIONAL SHOE AND LEATHER FAIR – March 1969
The dates should be amended to read: March 1-5, 1969 and the text to read: Probable joint venture with the Leather Institute.

Chicago: AUTOMOBILE SHOW – February-March 1969
The dates should be amended to read: March 8-16, 1969.

New York: INTERNATIONAL TOY AND TRADE FAIR – March 1969
This entry shoud be amended to read:
New York: INTERNATIONAL TOY AND TRADE FAIR – March 9-13, 1969
Joint venture with the British Toy Manufacturers' Association. (Miss J. M. Coker, Ext. 2624)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 1969
The dates should be amended to read: March 16-19, 1969.

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 1969
The dates should be amended to read: April 11-13, 1969.

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 1969
The dates should be amended to read: April 12-14, 1969.

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April 1969
The dates should be amended to read: April 12-17, 1969.

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 1969
The dates should be amended to read: April 20-24, 1969.

Oyonnax: INTERNATIONAL EXHIBITION OF PLASTIC AND OPTICAL MATERIALS – May 1969
The dates should be amended to read: May 7-13, 1969.

Düsseldorf: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 1969
The dates should be amended to read: May 10-16, 1969.

Tokyo: THIRTY-SIXTH BUSINESS EQUIPMENT SHOW – May 1969
The dates should be amended to read: May 25-30, 1969.

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – May-June 1969
This entry should be amended to read:
A joint venture with the British Agricultural Export Council. (Mr. R. J. Ager, Ext. 2783)

Melbourne: THE THIRD WORLD CONTAINERIZATION AND SERVICES EXHIBITION – June 23-27, 1969
This entry should be amended to read:
THIRD INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 23-27, 1969.

Santarem: RIBATEJO AGRICULTURAL FAIR – May 1969
The date should be amended to read: June 1969.

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 1969
The dates should be amended to read: September 14-17, 1969.

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 1969
The dates should be amended to read: September 27-29, 1969.

Frankfurt: INTERNATIONAL BOOK FAIR – September/October 1969
The dates should be amended to read: October 8-13, 1969.

(Continued on next page)

Tokyo: INTERNATIONAL HYDRAULIC AND PNEUMATIC MACHINERY FAIR – October 1969
The dates should be amended to read: September 26-October 1, 1969.

Düsseldorf: INTERNATIONAL FASHION TRADE WEEK (IGEDO) – October 1969
The dates should be amended to read: October 26-30, 1969.

ADDITIONS – 1968

New York: NATIONAL OUTERWEAR AND SPORTSWEAR ASSOCIATION SUPPLIERS EXHIBITION – October 27-30, 1968
A joint venture with the Leather Institute. Firms interested in participation should contact the Institute.
(Miss J. M. Coker, Ext. 2624).

San Francisco: ANNUAL IMPORTED AUTO SHOW – November 26-December 1, 1968
A possible joint venture with the Society of Motor Manufacturers & Traders. Firms interested in participation should contact the Society.
(Miss G. Adams, Ext. 2788)

ADDITIONS – 1969

Utrecht: INTERNATIONAL SPRING FAIR (INCLUDING KARWEI DO-IT-YOURSELF EXHIBITION) – March 2-7, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Sydney: INTERNATIONAL TOY FAIR – March 16-20, 1969
A joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

Gothenburg: INTERNATIONAL HEATING VENTILATING AND SANITARY INSTALLATION FAIR – March 20-27, 1969
A possible joint venture with the HEVAC Association. Firms interested in participation should contact the Association.
(Mr. R. J. Ager, Ext. 2783)

Utrecht: INTERNATIONAL BUILDING EXHIBITION – April 10-19, 1969
Possible joint venture with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

Belgrade: INTERNATIONAL FAIR OF ENGINEERING AND MOTOR VEHICLES – April 19-27, 1969
Possible joint venture with the Society of Motor Manufacturers and Traders. Firms interested should contact the Society.
(Mr. B. L. Banks, Ext. 3558)

Zagreb: INTERNATIONAL EXHIBITION OF TOURIST, CATERING AND SHOP EQUIPMENT (TU-EX) – April 19-27, 1969
Possible joint venture with appropriate Trade Associations. Firms interested in participation should contact their associations.
(Mr. B. L. Banks, Ext. 3558)

Zagreb: INTERNATIONAL CONSUMER GOODS FAIR – April 19-27, 1969
Possible joint venture with appropriate Trade Associations. Firms interested in participation should contact their associations.
(Mr. B. L. Banks, Ext. 3558)

Zagreb: XIV INTERNATIONAL EXHIBITION OF MEASURING AND CONTROL TECHNIQUES AND AUTOMATION (JUREMA) – April 19-27, 1969
Possible joint venture with appropriate Trade Associations. Firms interested in participation should contact their associations.
(Mr. B. L. Banks, Ext. 3558)

Zagreb: V INTERNATIONAL EXHIBITION – MEDICINE AND MEDICAL – April 19-27, 1969
Possible joint venture with appropriate Trade Associations. Firms interested in participation should contact their associations.
(Mr. B. L. Banks, Ext. 3558)

New York: PREMIUM SHOW – April 21-24, 1969
A probable joint venture with the British Premium Manufacturers Association. Firms interested in participation should contact the Association.
(Miss J. M. Coker, Ext. 2624)

Amsterdam: INTERNATIONAL CONGRESS AND EXHIBITION OF THE PRECAST CONCRETE INDUSTRY – May 17-23, 1969
A joint venture with the British Precast Concrete Federation. Firms interested in participation should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071)

Johannesburg: SASTEX 69 (STATIONERY AND OFFICE EQUIPMENT EXHIBITION) – May 19-24, 1969
A possible joint venture with the British Stationery and Office Equipment Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 2788)

Basle: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1970
A joint venture with the Educational Equipment Association. Firms interested in participation should contact the association.
(Mr. T. E. Kerfoot, Ext. 3071)

Athens: INTERNATIONAL SHIPPING EXHIBITION 'POSIDONIA '69' – June 2-8, 1969
Possible joint venture with British Marine Equipment Council and Ship Builders and Repairers National Association. Firms interested in participation should contact the Council or Association.
(Mr. B. L. Banks, Ext. 3558)

Gothenburg: INTERNATIONAL EXHIBITION FOR SEA TRANSPORT AND MARINE EQUIPMENT – June 5-10, 1969
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. A. Ager, Ext. 2783)

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Triumph House, 189 Regent Street, London, W.1.
Tel.: 01-734 6909

Prague: INTERNATIONAL AUTOMOBILE REPAIR SERVICE EXHIBITION 'AUTOPROGRESS '69' – June 12-21, 1969
Possible joint venture with the Society of Motor Manufacturers and Traders. Firms interested should contact the Society.
(Mr. B. L. Banks, Ext. 3558)

Paris: EUROPEAN MACHINE TOOL EXHIBITION – June 23-July 2, 1969
A possible joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(Mr. R. J. Ager, Ext. 2783)

Zurich: PROPOSED BRITISH CLOTHING EXHIBITION – August 26-September 20, 1969
(Mr. T. E. Kerfoot, Ext. 3071)

Geneva: 1ST EUROPEAN FESTIVAL, CONGRESS AND EXHIBITION OF RECREATION – September 18-28, 1969
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. T. E. Kerfoot, Ext. 3071)

Santa Cruz (Bolivia): AGRICULTURAL, ANIMAL, INDUSTRIAL AND COMMERCIAL EXHIBITION – September 22-October 6, 1968
An Official Information Stand manned by representatives of the British Embassy in La Paz.
(Mrs. I. M. Janzen, Ext. 2489)

Utrecht: INTERNATIONAL FURNITURE FAIR – November 1969
Possible joint ventures with appropriate trade associations Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071)

ADDITIONS – 1970

Melbourne: INTERNATIONAL CONTROL ELECTRONICS, TELECOMMUNICATIONS, INSTRUMENTS AND AUTOMATION EXHIBITION – 'CETIA' – February 23-27, 1970
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489)

Sydney: PACKAGING AND PRINTING EXHIBITION – May 11-15, 1970
A possible joint venture with the British Printing Machinery Association. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489)

(c) BRITISH WEEKS and STORE PROMOTIONS

DELETE – 1968

Philadelphia: JOHN WANAMAKER – October 14-26, 1968

AMENDMENTS – 1968

USA: SAKS FIFTH AVENUE – September 25-28, 1968
The text should be amended to read:
This store will feature British men's and boys' clothing, furnishings, shoes, hats, etc., in six of its branches. The London Buying House for the store is Saks and Company, Berkeley Square House, Berkeley Square, London, W1 (Tel. 01-629 3031).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Denver, Colorado: NEUSTETERS – October 7-November 2, 1968
The dates should be amended to read: October 14-November 2, 1968.

Paris: BRITISH PROMOTION IN THE CHAMPS-ELYSEES – October 9-18, 1969
The President of the British Chamber of Commerce, Paris is now Mr. P. Simpson Jones.

(*Continued on next page*)

LAUNCH YOUR EXPORTS INTO EUROPE THROUGH THE

LYON INTERNATIONAL TRADE FAIR 22-31 March 1969

Apply NOW for inclusion in Board of Trade Joint Venture Groups in:

- **Mixed Industries (Consumer and Consumer Durables)**
- **Domestic Electrical Appliances**
- **Gifts and Fancy Goods**
- **Office Equipment**
- **Woodworking Machinery**
- **Mechanical Handling**

1968 exhibitors say:

TYNE BRAND PRODUCTS: "The Lyon International Fair '68 was used to introduce Tyne Brand Products into France. We are now going from strength to strength in what we were told was an impossible market; and we are now enjoying first-class business throughout France."
J. Reavill, Sales Director.

CARRERAS: "Sales of Craven 'A' cigarettes at the Lyon Fair '68 reached 250,000 compared with 100,000 the previous year."
R. P. Shillito, Sales Promotion Manager for France.

CHILDS PLAY TOYS: "The exhibition was a great success and if there is a repeat venture next year I would like to take part."
Robert Clark, Director.

Enquiries from all industries warmly welcomed by U.K. office of the Lyon International Fair.

Send this coupon URGENTLY to:
Exhibition & Trade Fairs (Overseas) Ltd.,
10 Clifford Street, London, W.1.

Name .....

Address .....

Person to contact ..... Tel .....

Please send us more details for Lyon '69 .....

..... Group

Signed .....

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TEHRAN-IRAN
5-24 OCT. 1969

Lille: BRITISH SHOPPING WEEK – October 11-19, 1969
The President of the British Chamber of Commerce, Paris is now Mr. P. Simpson Jones.

ADDITIONS – 1968

Paris: AU BON MARCHE MAJOR STORE PROMOTIONS – February-November 1968
This department store continues its current series with an Irish promotion in October and a Scottish promotion in November. British firms interested in supplying goods with an Irish or Scottish association should contact Mr. Greek, Brook Merchandising Co. Ltd., 48 Brook Street, London, W1 (Tel. 01-493 8804).
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

New York: A. S. BECK INC. – Autumn 1968
This British promotion will feature men's shoes (in 120 stores). All inquiries should be addressed to: A. S. Beck Inc., 25 West 43rd Street, New York, N.Y. 10036 USA.
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Paris: MAGASINS REUNIS STORE PROMOTION – September 14-28, 1968
Short notice is given of a general British promotion by Societe de Commission Magasins Reunis in 14 of their stores from September 14-28.
Mr. P. G. Glaston, at 60 rue de Turenne, Paris 3 is the chief buyer for the Group.

Seattle, Washington: FREDERICK & NELSON – September 20-30, 1968
This promotion will feature general goods especially china, glass, toys, foodstuff, fabrics and fancy goods. The London Buying House is: Marshall Field & Co., Westmoreland House, 126-131 Regent Street, London, W1 (Tel. 01-734 4785).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Vienna: GERNGROSS – September 21-October 5
Promotion of British foodstuffs. The London Buying House is Portman (Wholesale & Overseas) Ltd., 40 Duke Street, London, W1.
(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

Soltau W. Germany: KLAUS KAHN K. G. STORE PROMOTION – October 1-5, 1968
This departmental store will hold a British promotion during the first week in October. The theme of the promotion will be 'Tweeds and Winter Wear' and will include knitwear, gloves and shoes. Other British goods which the store already handle include confectionery, toys, spirits and giftware. Manufacturers interested in offering their products to the store should contact Herr Hahn, Klaus Kahn K. G., 304 Soltau, Feldstr. 18 (Tel. 05191 2007).
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

W. Berlin: MOBEL HUBNER FURNITURE PROMOTION – October 22-November 22, 1968
This leading furniture store will hold a promotion of better class British furniture this autumn. The promotion is expected to cover a wide range of such furniture and manufacturers are advised to contact Mr. M. H. Kroner, Executive Secretary, British Furniture Manufacturers Export Club Ltd., 17 Berners Street, London, W.1 (Tel. Langham 6300 and 5115) for more detailed information.
(Mr. P. Holmes 01-828 1288, Ext. 7249)

Italy: LA RINASCENTE
This large Italian department store will hold promotions of British goods in 2 branches:
(1) Catania, Sicily from October 7-12;
(2) Cagliari, Sardinia from October 12-19.
The London Buying House is Portman (Wholesale & Overseas) Ltd., 40 Duke Street, London, W.1.
(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

ADDITIONS – 1969

Dortmund: BRITISH SHOPPING WEEK – May 28-June 4, 1969
Preliminary notice is given of a British Shopping Week in Dortmund. Manufacturers seeking further information at this stage are advised to contact Mr. C. W. Blackman, Consul (Commercial), British Consulate-General, Cecilienallee 14 and 16, 4000 Düsseldorf (Tel. 434281-5; Telex 203-8-584855 a/b 8584855 Comb.D).
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS—Section II–IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Fair Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01- 222 7877, extension:

Eastern Europe including East Germany	3558
Cologne, Düsseldorf, Offenbach, Wiesbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain, Irish Republic	3072
United States, Canada	2788
United Kingdom	3008
The rest of the world	2496

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Amendments – 1969

GOTHENBURG: SCANDINAVIAN LIGHTING FAIR – January
Dates should be amended to read: January 18-22.

PARIS: INTERNATIONAL MACHINERY EXHIBITION – March
Dates should be amended to read: March 4-10.

UTRECHT: INTERNATIONAL SPRING FAIR – April 10-19
Dates should be amended to read: March 2-7.

VIENNA: INTERNATIONAL SPRING FAIR – March
Dates should be amended to read: March 9-16.

DUSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March
Dates should be amended to read: March 16-19.

BERLIN: FASHION WEEK – April
Dates should be amended to read: April 9-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April
Dates should be amended to read: April 11-13.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – April
Dates should be amended to read: April 12-17.

MILAN: INTERNATIONAL SAMPLES FAIR – April
Dates should be amended to read: April 14-25.

DUSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April
Dates should be amended to read: April 20-24.

DUSSELDORF: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May
Dates should be amended to read: May 10-16.

OYONNAX: INTERNATIONAL EXHIBITION OF PLASTICS AND OPTICAL MATERIALS – May
Dates should be amended to read: May 13-17.

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May/June
Dates should be amended to read: May 31-June 13.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – September
Dates should be amended to read: August 24-27.

DUSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September
Dates should be amended to read: September 14-17.

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September/October
Dates should be amended to read: October 4-10.

MILAN: PAPER AND PRINTING EXHIBITION (GEC) – October 4-12
The address of the organizers should read: Lungo P.O. Antonelli, 49 Turin – not Milan.

FRANKFURT: INTERNATIONAL BOOK FAIR – September 19-24
Dates should be amended to read: October 8-13.

BERLIN: FASHION WEEK – October
Dates should be amended to read: October 13-24.

STOCKHOLM: OFFICE '69 – November
Dates should be amended to read: October 17-24.

DUSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October
Dates should be amended to read: October 26-30.

COPENHAGEN: INTERNATIONAL AGRICULTURAL MACHINERY FAIR (AGRIMA) – November
Dates should be amended to read: December 1-5.

NUREMBURG: INTERNATIONAL TOY FAIR – February 8-14
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050)

UTRECHT: INTERNATIONAL BUILDING EXHIBITION – April 10-19
Apply, Exhibition Consultants Ltd., 11 Manchester Square, W1 (Tel: Hunter 1951).

BORDEAUX: INTERNATIONAL TRADE FAIR – May 8-10
Apply, Administration de la Fain Inter: Bordeaux, 12 Place de la Beurse, Bordeaux.

SANTAREM: RIBATEJO AGRICULTURAL FAIR – June
Apply, Secretario Feria Nacional de Agricultura, Feria de Ribatejo, Santarem.

MUNICH: INTERNATIONAL BREWERY AND BEVERAGE MACHINERY EXHIBITION (INTERBRAU) – September 13-18, 1971.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

GENEVA: 1ST EUROPEAN FESTIVAL CONGRESS AND EXHIBITION OF RECREATION – September 18-28
Apply, (Mr. T. E. Kerfoot, Ext. 3071).

Additions – 1970

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 22-26
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel: Central 5050).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 30-September 2
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Delete – 1968

DETROIT: INTERNATIONAL BREWERY INDUSTRY EXHIBITION – September 17-20

SYDNEY: CHEMICAL PETROLEUM AND GAS INDUSTRIES EXHIBITION – October 7-11

Amendments – 1968

ALGIERS: 5TH INTERNATIONAL TRADE FAIR – September
The dates should be amended to read: August 30-September 15.

DALLAS: SOUTH WESTERN MEN'S AND BOYS' PRE-SPRING HOLIDAY MART
The dates of this event should be amended to read: October 6-9.

CAIRO: INTERNATIONAL TRADE FAIR
The dates of this event are October 10-November 10.

Additions – 1968

SANTA CRUZ: AGRICULTURAL, ANIMAL, INDUSTRIAL AND COMMERCIAL EXHIBITION – September 22-October 6
Apply, Camera Agropecuria de Oriente, Camara de Comercio e Industria de Santa Cruz, Santa Cruz, Bolivia.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – October 27-30
Apply, National Association of Men's Sportswear Ltd., 475 Fifth Avenue, New York 10017.

BUENOS AIRES: INTERNATIONAL RAILWAYS EXHIBITION (In conjunction with the Twelth Pan American Congress) – November 12-December 15
Apply, Comision Exposicion Ferroviaria, Argentine Railways Building, Avda Dr. I. M. Ramos Mejia 1302, Ler Piso, Buenos Aires.

SAN FRANCISCO: ANNUAL IMPORTED AUTO SHOW – November 26-December
Apply, Mr. G. Whitehead, British Motor Holdings (USA) Inc. 734 Grande Avenue, Ridgefield, New Jersey 07657.

Delete – 1969

CHICAGO: NATIONAL SPORTING GOODS SHOW – February

Amendments – 1969

ATLANTIC CITY: CHINA AND GLASS SHOW – January
The dates should be amended to read: January 5-9.

MINNEAPOLIS: RETAIL FARM EQUIPMENT ASSOCIATION, MINNESTA AND SOUTH DAKOTA – January
The dates should be amended to read: January 8-10.

(Continued on next page)

TORONTO: 5TH CANADIAN EDUCATION SHOW PLACE – January
The dates should be amended to read: January 23-25.

MONTREAL: CANADIAN TOY FAIR – February 27-March 6
The dates should be amended to read: February 23-28.

CHICAGO: AUTOMOBILE SHOW – February/March
The dates should be amended to read: March 8-16.

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – March
The dates should be amended to read: March 22-26.

JOHANNESBURG: RAND EASTER SHOW – April
The dates should be amended to read: March 25-April 7.

TORONTO: MEN'S AND BOY'S APPAREL MARTS – March
The dates should be amended to read: March 31-April 3.

NEW YORK: AMERICAN NATIONAL PACKAGING EXHIBITION – April 14-17
The Venue of this event is changed from New York to Chicago.

NEW YORK: THE NEW YORK PREMIUM SHOW – April
The dates should be amended to read: April 21-24.

MONTREAL: INTERNATIONAL FASHION MARKET – April 27-May 1
The dates of this event should be amended to read: April 28-May 1.

TORONTO: ANNUAL CONVENTION, THE ONTARIO MEDICAL ASSOCIATION – May
The dates should be amended to read: May 6-10.

CALGARY (ALBERTA, CANADA): THE NATIONAL PETROLEUM SHOW – May
The dates should be amended to read: May 7-10.

TOKYO: 36TH BUSINESS SHOW – May
The dates should be amended to read: May 25-30.

MONTREAL: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May
The dates should be amended to read: May 28-30, 1970.

MELBOURNE: THE THIRD WORLD CONTAINERISATION AND SERVICES EXHIBITION – June 23-27
The title of this event should be amended to read: Third International Container Services & Equipment Exhibition – June 23-27.

PARAMARIBO (SURINAM): INTERNATIONAL TRADE FAIR
The dates should be amended to read: September 25-October 8.

TOKYO: INTERNATIONAL HYDRAULIC AND PNEUMATIC MACHINERY FAIR
The dates should be amended to read: September 26-October 1.

BOSTON: AMERICAN COMMERCIAL FISH EXPOSITION – October
The dates should be amended to read: October 16-19.

SYDNEY: INTERNATIONAL TRADE FAIR – October
The dates of this event should be amended to read: October 16-25, 1969.

Additions – 1969

TORONTO: FLOOR COVERING SHOW – January 6-11
Apply, P. G. Gameau Esq., Box 1010, Station B, Toronto, 2B., Ontario.

LOS ANGELES: BOAT SHOW – January 26-February 4
Apply, Southern California Marine Association, P.O. Box 90715, Los Angeles, Cal. 90009.

CHICAGO: ASTME TOOL EXPOSITION – May 5-9
Apply, American Society of Tool and Manufacturing Engineers, 10700 Puritan Avenue, Detroit 38, Michigan.

SYDNEY: CATERING TRADE FAIR – June
Apply, Industrial & Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, P.O. Box 428, North Sydney.

TORONTO: WOODWORKING MACHINERY AND SUPPLY SHOW – June 2-6
Apply, E. M. Wilcox, Esq., 19 Melinda Street, Toronto, Ontario.

TOKYO: JAPAN NEW PACK – June 20-26
Apply, Japan Pack Newspaper, Akebono Building, 4-7-6- Iidabashi, Chiyoda-Ku, Tokyo.

NEW YORK: NATIONAL JEWELLERY SHOW – August 4-8
Apply, Retail Jewellers of America Inc., 711 Fourteenth Street, N.W. Washington D.C.

GREENVILLE: INTERNATIONAL AMERICAN TEXTILE MACHINERY EXHIBITION – October 20-24
Apply, Miss B. M. Green, c/o Textile Hall, Corporation, P.O. Box 5823 Greenville, South Carolina.

LIMA: 6TH PACIFIC INTERNATIONAL TRADE FAIR – November 14-30
Apply, Feria International del Pacifico P.O. Box 4900, Lima Peru.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1969

LONDON: INTERNATIONAL COIN-OPERATED LAUNDRY, DRY CLEANING AND ALLIED TRADES EXHIBITION – March 21-26
The dates should be amended to read: April 21-26.

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – September 29-October 4
The dates should be amended to read: October 6-11.

Additions – 1969

LONDON: INTERNATIONAL DISPLAY MARKET WEEK – February 24-27. At Grosvenor House, Park Lane, W.1.
* Apply The National Display Equipment Association Lennig House, Mason's Avenue, Croydon, CR9 3LL Surrey (Tel. 01-686 1047/8/9).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – March 11-22. At Kelvin Hall
* Apply, Scottish Trades Markets & Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – March 31-May 30. Fashion Parades at various dates throughout the period
Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 92 New Cavendish Street, London, W1 (Tel. 01-580 3353).

LONDON: INTERNATIONAL DELICATESSEN EXHIBITION – April 21-24. At RHS Halls, SW1
* Apply Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

LONDON: MINING AND METALLURGICAL EXHIBITION – May 5-9. At Alexandra Palace, N22
Apply, Brintex Exhibition Organisers Ltd., 3 Clements Inns, London, WC2 (Tel. 01-242 1200).

HARROGATE: THE MAJESTIC EXHIBITION OF FINE LIGHTING – July 14-18. At Majestic Hotel
* Apply, Decorative Lighting Manufacturers & Distributors Association, 25/27 Dalling Road, London, W6 (Tel. 01-748 0200).

BLACKPOOL: ASSOCIATION OF PUBLIC HEALTH INSPECTORS CONFERENCE AND EXHIBITION – September 17-20. At Winter Gardens
* Apply, Municipal & Industrial Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – September 29-November 28. Fashion parade at various dates throughout the period.
Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 92 New Cavendish Street, London, W1 (Tel. 01-580 3353).

LONDON: 5TH ANNUAL CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 10-14. At Alexandra Palace, N22
* Apply, Trade Exhibition Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

MANCHESTER: MANCHESTER "EVENING NEWS AND CHRONICLE" DO-IT-YOURSELF EXHIBITION – November 11-22. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. 061-832 6363).

LONDON: INTERNATIONAL LUBRICATION AND (TRIBOLOGY) EXHIBITION – November 25-28. At RHS New Hall, SW1
Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, EC4 (Tel. 01-353 6444).

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the issue of the June* 14 Board of Trade Journal.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Commonwealth Finance Ministers' AGM

MR. ARNOLD SMITH, Commonwealth Secretary-General, has announced that the annual meeting of Commonwealth Finance Ministers will take place in London on September 25 and 26. Ministers are expected to discuss world economic trends and the international monetary situation with special reference to Commonwealth countries. They will receive a report on the Flow of Aid in the Commonwealth from the Secretary-General. Governors of Central Banks are also expected to attend this meeting which precedes the World Bank and Fund meeting in the first week of October at which all Commonwealth Governments will be represented.

The Ministerial meeting will be preceded by a two-day meeting of senior finance officials of the Commonwealth on September 23 and 24.

UK Aid to Developing Countries

Tied Aid Loans administered by the Ministry of Overseas Development

SET OUT BELOW is a list of current loans made by the United Kingdom and administered by the Ministry of Overseas Development which are tied to the supply of British goods and services.

As a general guide to firms, those loans which are totally committed to the payment of agreed contracts or do not represent any export opportunities, have been marked*.

Inquiries arising from this notice should be addressed to Export Policy and Promotion Department, Board of Trade, Room 403, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2364).

£ million

	Country	Amount of Loan	Title and Purpose
1.	Afghanistan*	0·2	*UK/Afghanistan Loan*, 1965. For commercial vehicles and spare parts.
2.	Cameroon*	0·35	*UK/Cameroon Loan*, 1967. Towards the cost of the modernization of the Cameroon telecommunications system.
3.	Ceylon* (i)	2·0	*UK/Ceylon Loan No. 2*, 1966. For the purchase of an agreed list of supplies and equipment.
4.	* (ii)	1·57	*UK/Ceylon Loan No.* 1, 1967. For fertilizers, commercial vehicles and supplies required by Ceylon Government Departments.
5.	* (iii)	2·0	*UK/Ceylon Loan No.* 2, 1967. For the purchase of an agreed list of supplies and equipment.
6.	* (iv)	1·57	*UK/Ceylon Loan No.* 1, 1968. For the purchase of an agreed list of supplies and equipment.
7.	Chile (through the Inter-American Development Bank)	0·358	*Loan to Corfu.* For on-lending to the private sector for the purchase of British goods and services.
8.	Gambia	3·2	*UK/Gambia Loan*, 1967. For goods and services connected with agreed development projects.
9.	Ghana*	4·0	*UK/Ghana Loan*, 1967. For the purchase of goods and services.
10.	(ii)	2·8	*UK/Ghana Loan*, 1968. Purchase of goods and services and towards the cost of agreed development projects.
11.	Guyana* (i)	0·75	*UK/Guyana Loan No.* 1, 1968. For goods and services connected with agreed development projects and for the purchase of an agreed list of British goods and services.
12.	(ii)	2·0	*UK/Guyana Loan No.* 2, 1968. To assist in financing certain projects in Guyana's current development programme.
13.	India (i)	4·0	*UK/India Non-Project Loan*, 1965. For spares and equipment for the metal-using industries.
14.	(ii)	7·5	*UK/India (Food Emergency) Loan*, 1966. Cost or shipping wheat and food supplies from other Commonwealth countries. Provision of essential equipment.

£ million

	Country	Amount of Loan	Title and Purpose
15.	* (iii)	4·833	*UK/India (Bhopal) Loan*, 1966. For equipment for the Bhopal Heavy Electricity Plant.
16.	(iv)	0·167	*UK/India (Sindri) Loan*, 1966. For equipment for a sulphuric acid unit at Sindri fertilizer plant.
17.	(v)	4·0	*UK/India Non-Project Loan*, 1966. As at (i) above.
18.	(vi)	3·0	*Second UK/India Bhopal Loan*, 1966. As at (iii) above.
19.	(vii)	7·0	*UK/India Non-Project Loan*, 1967. For the purchase of British goods and services.
20.	*.(viii)	8·5	*UK/India General Purpose Loan*, 1968. To reimburse the India Government for payments made in sterling in respect of certain purchases made in UK.
21.	* (ix)	7·5	*UK/India Debt Refinancing Loan*, 1968. To reimburse the Indian Government for payments made to the Board of Trade in respect of promissory notes of the Indian Government purchased by the Board of Trade.
22.	Indonesia* (i)	0·5	*UK/Indonesian Loan*, 1967. For the purchase of British goods and services.
23.	(ii)	0·5	*UK/Indonesian Loan*, 1968. As at (i) above.
24.	Iran*	4·0	*UK/Iran Credit Agreement*, 1964. For goods and services connected with agreed development projects.
25.	Kenya* (i)	0·805	*UK/Kenya Loan No.* 2, 1965/66. For goods and services connected with agreed development projects.
26.	(ii)	18·0	*UK/Kenya Loan No.* 3, 1966. For British and East African goods and services connected with agreed evelopment projects and for land transfer.
27.	Malawi	7·0	*UK/Malawi Loan*, 1966. For British and Malawi goods and services connected with agreed development projects.
28.	Malaysia	25·0	*UK/Malaysia Aid Grant and Loan*, 1968. For the purposes of development.
29.	Pakistan (i)	4·0	*UK/Pakistan Loan*, 1966. Agreed list of supplies and equipment.
30.	* (ii)	5·8	*UK/Pakistan (Railway Electrification) Loan*, 1966. Towards the electrification of the Pakistan Western Railway between Khanewaf and Lahore.
31.	* (iii)	3·617	*UK/Pakistan Loan No.* 2, 1966. For jute mill machinery plus a small allocation for a railway carriage and wagon shop at Hyderabad.
32.	(vi)	4·0	*UK/Pakistan Loan No.* 3,1966. As at (i) above.
33.	(v)	2·138	*UK/Pakistan Loan No.* 1, 1967. Jute mill machinery and a small allocation for telegraph and telecommunications department.
34.	(vi)	4·3	*UK/Pakistan Loan No.* 2, 1967. As at (i) above.
35.	(vii)	2·1	*UK/Pakistan Loan No.* 3, 1967. Purchase of jute mill machinery.
36.	Peru (through the Inter-American Development Bank)	0·358	*Loan to the Banco Industrial del Peru.* For on-landing to the private sector for the purchase of British goods.
37.	Sierra Leone* (i)	0·5	*UK/Sierra Leone Loan*, 1967. Purchase of certain goods and services in the UK towards the cost of certain development projects.
38.	(ii)	0·56	*UK/Sierra Leone Loan*, 1968. As at (i) above.
39.	Singapore	50·0	*UK/Singapore Aid Grant and Loan*, 1968. For the purposes of development.
40.	Turkey* (i)	3·0	*UK/Turkey Loan*, 1966. For general purchases from Britain.
41.	* (ii)	2·5	*UK/Turkey Loan*, 1967. General purchase of capital goods.
42.	* (iii)	1·0	*UK/Turkey Loan No.* 1, 1968. Towards the purchase of 300 Leyland buses and spare parts.
43.	(iv)	2·5	*UK/Turkey Loan No.* 2, 1968. As at (i) above.
44.	* (v)	1·586	*UK/Turkey (Steel Pipe Plant) Loan No.* 3, 1968. To establish a seamless steel pipe plant at Kirikkale.
46.	(vii)	1·0	*UK/Turkey Loan No.* 5, 1968. As at (i) above.
47.	Uganda*	2·367	*UK/Uganda Loan No.* 2, 1966. For goods and services connected with agreed development projects.
45.	(vi)	0·275	*UK/Turkey Loan No.* 4, 1968. For design services and supervision of the erection of a bridge across the Borjhoom.

Italy and Czechoslovakia

A PROTOCOL TO the Italo-Czechoslovakian Trade Agreement of July 15, 1965, was signed in Rome on February 22, 1968.

Under the terms of the protocol, which is valid for one year, quotas have been increased on some goods, and some additional items have been included.

The Italian text of the quota lists can be seen at Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).

(Continued on next page)

TRADE AND FINANCIAL ARRANGEMENTS, *continued*

Bulgaria and Austria

A LONG TERM trade agreement between Bulgaria and Austria for the period 1968/72 together with a protocol with quotas for 1968 were signed in Sofia at the end of May. The protocol provides for an increase in trade between the two countries of about 15 to 20 per cent.

Bulgaria will export to Austria fresh and processed fruit, vegetables, tobacco, products of animal origin, wine, metals, chemicals and petro-chemicals, machinery and handicrafts.

Austrian exports to Bulgaria will include paints and varnishes, wood industry products, fibres, rolling mill products, steel, iron and non-ferrous metal products, rolling stock, motor industry products, raw materials for the textile industry and products of the chemical industry.

Detailed information on the quotas is available in the German language.

Inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/459/461).

Iraqi-Jordan economic agreement

THE *Official Gazette* No. 2099 of May 26, 1968, carried an official communique on the economic discussions conducted in Amman on April 26, 1968, between Jordan and the Iraqi Republic. A protocol of amendments to the Economic Agreement between Jordan and Iraq signed on December 9, 1965, and the protocol signed on August 20, 1967, were also published in this *Gazette*.

The amendment to the agreement signed on December 9, 1965, stated that a two-way trade agreement between the countries involving £35 million sterling had been agreed upon.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

UAR and Jordan

THE BRITISH EMBASSY in Cairo has reported the signature on August 6, of a trade protocol between the UAR and Jordan. Under the terms of this protocol the UAR will export to Jordan £E1 million of industrial products, £E0.5 million of agricultural products and £E1 million of rice. Jordan will export £E0.5 million of agricultural goods to the UAR (in this connection see also the report of an agreement on economic co-operation in the *Board of Trade Journal*, on June 21, 1968).

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Tunisia and the Democratic Republic of the Congo (Kinshasa)

THE TUNISIAN *Journal Officiel* of July 19-23, 1968 announced the renewal for a further year from May 30 of the Trade Agreement of 1964 between Tunisia and the Democratic Republic of the Congo (Kinshasa). Quotas under the agreement remain unchanged compared with the previous year and all imports will be made 'according to need' (see *Board of Trade Journal* of August 11, 1967).

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 or 288).

Double Taxation — Lesotho

THE BOARD of Inland Revenue announce that the Agreement amending the Arrangement made with Basutoland in 1949, as subsequently continued in force with Lesotho, was published on August 30, as a Schedule to a draft Order in Council.

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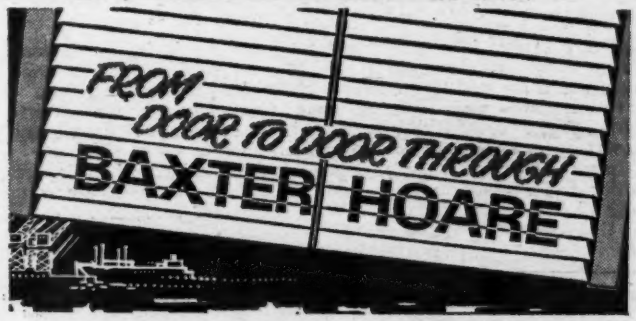

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(171/68) Television Studio Equipment for Algerian Radio and Television Authority. September 20. E.S.B. 32646/68.*

(170/68) Electrical Equipment for Electricity and Gas Company. Closing date not stated. E.S.B. 32756/68.*

ARGENTINA

(169/68) Construction of Roadworks for Direccion Nacional de Vialidad. December 27. E.S.B. 32744/68.

AUSTRALIA

Commonwealth Railways:

(173/68) Alternator Sets. September 24. E.S.B. 33156/68.

(173/68) Water Desalination Plant. September 24. E.S.B. 33157/68.

(170/68) Pipework and Valves for Northern Electricity Authority of Queensland. (Further Information.) Closing date postponed to September 18. E.S.B. 28949/68.*

Postmaster-General's Dept.:

(170/68) Telephone Call Timers. (Further Information.) E.S.B. 30103/68.*

(170/68) Telephone Dials and Parts. (Further Information.) E.S.B. 30475/68.

(174/68) Telephone Clocks. (Further Information.) Tender documents now available. E.S.B. 32649/68.*

(174/68) Vehicles for St. George County Council. November 5. E.S.B. 33253/68.*

(173/68) Busbar Trunking for Southern Electric Authority. October 7. E.S.B. 33197/68.

(172/68) Transformers for State Electricity Commission of Queensland. September 18. E.S.B. 33155/68.*

(171/68) Oil Tanks for State Tender Board. September 19. E.S.B. 32796/68.*

BRAZIL

(173/68) Circuit Breakers for Companhia Auxiliar De Empresa Brasileiras. October 7. E.S.B. 33192/68.

BURMA

Ministry of Defence:

(174/68) Electrical Accessories. September 31. E.S.B. 33294/68.*

(174/68) Nuts. September 30. E.S.B. 33297/68.*

Myanma Export Import Corporation:

(174/68) Bottles. October 15. E.S.B. 33274/68.*

(174/68) Battery Sealing Compound. September 21. E.S.B. 33502/68.*

People's Oil Industry:

(174/68) Navigation Unit. October 1. E.S.B. 33258/68.*

(174/68) Tyres and Tubes. October 15. E.S.B. 33259/68.*

(174/68) Pumping Unit. October 1. E.S.B. 33260/68.*

Brown Jenkinson & Co., Ltd., international container brokers, London, have ordered 30 of the recently introduced Highway RO cargo flats, on behalf of Winn International Containers, Ltd., Barking, Essex. They are to be used for freight handling in New Zealand. Designed by Rubery Owen Research and Development Department and manufactured by Highway Trailers (Great Britain) Ltd., the flats are able to accommodate a wide variety of goods. Corner posts and folding headboards and tailboards enable them to be stacked six high with a full 20-ton payload. Fixed head and tailboards are also obtainable.

(174/68) Steel Plates and Bars. October 2. E.S.B. 33264/68.*

(174/68) Calcium Carbide. October 15. E.S.B. 33501/68.*

(174/68) Miscellaneous Equipment for Union of Burma Railway Board. October 10. E.S.B. 33262/68.*

CANADA

(171/68) Generator for British Columbia Hydro and Power Authority. December 10. E.S.B. 32798/68.

(172/68) Capacitor for Manitoba Hydro. September 23. E.S.B. 33153/68.*

CEYLON

(173/68) Wicks for Co-operative Wholesale Establishment. September 23. E.S.B. 33174/68.

(170/68) Sulphuric Acid for Ceylon Transport Board October 16. E.S.B. 32751/68.

(173/68) Frozen Stick Confection Machine for Milk Board. September 28. E.S.B. 33218/68.

Sri Lanka Sugar Corporation:

(170/68) Tyres and Tubes. October 8. E.S.B. 32753/68.*

(170/68) Jute Bags. October 1. E.S.B. 32757/68.*

Tender Board:

(170/68) Chalk. September 26. E.S.B. 32746/68.

(170/68) Stationery. September 24. E.S.B. 32747/68.

(170/68) Textile Machinery and Accessories. November 16. E.S.B. 32754/68.*

COLOMBIA

(172/68) Electric Cable for Central Hidroelectrica De Caldas. (Further Information.) E.S.B. 28033/68.*

(172/68) Iron Pipe and Fittings for Empresas Publicas de Medellin. October 14. E.S.B. 33118/68.

Instituto Colombiano de la Reform Agraria 'INCORA':

(173/68) Pumping Stations Construction. October 14. E.S.B. 33193/68.

(173/68) Contractor's Machinery. October 18. E.S.B. 33194/68.

ECUADOR

(169/68) Milk Pasteurization Plant for Municipality of Guayaquil. October 2. E.S.B. 32714/68.*

GREECE

Hellenic Water Company:

(172/68) Timeclocks. October 4. E.S.B. 33113/68.*

(172/68) Steel Pipe. September 27. E.S.B. 33114/68.*

(170/68) Battery Chargers for Ministry of Commerce. September 27. E.S.B. 32761/68.*

Ministry of Trade:

(172/68) Freezing Equipment; Lift. September 18. E.S.B. 33115/68.*

(172/68) Pharmaceuticals. October 13. E.S.B. 33117/68.*

(170/68) Compressor for Public Power Corporation. September 25. E.S.B. 32765/68.

HONG KONG

Government Stores Department:

(172/68) Pipe Flanges. September 20. E.S.B. 33148/68.*

(173/68) Language Laboratory. (Further Information.) Closing date has been postponed to September 13. E.S.B. 28946/68.*

(172/68) Radio Telephones and Accessories for Tender Board, Colonial Secretariat. September 27. E.S.B. 33149/68.*

INDIA

(170/68) Carriage Wheel Sets for Bharat Earth Movers Ltd. October 15. E.S.B. 32771/68.

Directorate General of Supplies and Disposals:

(173/68) Eccentric Power Press. September 25. E.S.B. 33201/68.*

(173/68) Surface Grinder. September 21. E.S.B. 33206/68.*

(173/68) Guillotine Shearing Machine. September 20. E.S.B. 33207/68.*

(174/68) Vertical Gyro. September 20. E.S.B. 33255/68.

(174/68) Signalling Equipment for Eastern Railway, Calcutta. (Further Information.) The closing date has been brought forward to September 25. E.S.B. 30829/68.*

(173/68) Communication Equipment for Haryana State Electricity Board. (Further Information.) E.S.B. 31853/68.*

(172/68) Files for Heavy Engineering Corporation Ltd. September 20. E.S.B. 33143/68.*

(172/68) Pickling Plant for Hindustan Cables Ltd. October 16. E.S.B. 33142/68.

IRAN

(171/68) Tobacco Cutting Knife for Iranian Tobacco Monopoly. November 10. E.S.B. 32799/68.*

Ministry of Agriculture:

(173/68) Workshop Equipment. October 8. E.S.B 33204/68.*

(173/68) Agricultural Machinery. October 7. E.S.B 33205/68.*

IRISH REPUBLIC

(172/68) Traffic Signals for Dublin County Council. September 20. E.S.B. 33150/68.

(172/68) Sewage Scheme for Limerick County Council. October 23. E.S.B. 33151/68.

(172/68) Broadcast Transposers for Radio Telefis Eireann. October 16. E.S.B. 33152/68.

ITALY

(171/68) Typewriters for Headquarters, Allied Forces. October 11. E.S.B. 32794/68.*

(173/68) Teletype Paper and Tape for HQ Allied Forces Southern Europe. October 11. E.S.B. 33200/68.*

JORDAN

(172/68) Construction of Sewers for Amman Municipality. (Further Information.) Closing date postponed to September 21. E.S.B. 28683/68.

KENYA

East African Posts and Telecommunications:

(171/68) Telex Exchange. (Advance Information.) Closing date not known. E.S.B. 33004/68.*

(171/68) Telephone Exchanges. (Advance Information.) Closing date not known. E.S.B. 33005/68.*

(173/68) Steel Sleepers and Rails for East African Railways and Harbours. October 3. E.S.B. 33169/68, 33170/68 and 33171/68.

KUWAIT

Central Tenders Committee:

(170/68) Airfield Lighting Lamps. September 24. E.S.B.

(Continued on next page)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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32776/68.*
(170/68) **Cables and Boxes.** October 20. E.S.B. 32777/68.*
(171/68) **Crane** for Ministry of Finance. November 3. E.S.B. 32778/68.*

MALAGASY REPUBLIC

(173/68) **Fertilizers; Insecticides** for Le Directeur De Caisse de Stabilisation. October 18. E.S.B. 33164/68.*
(173/68) **Road Works** for Le Directeur General de Equipment. December 18. E.S.B. 33165/68.*
(173/68) **Oil Plant Equipment** for Ministry of Agriculture. September 19. E.S.B. 33163/68.*

MALAYSIA

(174/68) **Lantern Batteries** for Telecommunications Stores and Workshop. September 23. E.S.B. 33245/68.*

MALTA

(170/68) **Cable** for Malta Electricity Board. Closing date postponed to October 15. E.S.B. 30449/68.

MEXICO

(174/68) **Circuit Breakers and Accessories** for Mexican Federal Electricity Commission. September 30. E.S.B. 32248/68.*

MOROCCO

(173/68) **Telephone System** for Le Ministre des Postes des Telegraphes. (Pre-qualification Information.) October 1. E.S.B. 33195/68.*

NEW ZEALAND

(173/68) **Thermocouple Cable** for Department of Health. September 26. E.S.B. 33198/68.*
(173/68) **Battery** for Dunedin City Corporation. October 21. E.S.B. 33166/68.

NETHERLANDS

(173/68) **Construction of Bridge** for Director of Waterways. October 8. E.S.B. 33167/68.
(174/68) **Cardboard** for HQ Allied Forces Central Europe. September 20. E.S.B. 33292/68.*

PAKISTAN

(174/68) **Voltmeters; Capacitors** for Director of Supply. September 21. E.S.B. 33239/68.*
(172/68) **Machine Tools; OT Crane; Fire Engine; Fire Fighting Equipment** for East Pakistan Industrial Development Corporation. (Further Information.) E.S.B. 29627/68.*
(173/68) **Cable** for Pakistan Western Railway. September 21. E.S.B. 33160/68.*

SAUDI ARABIA

(174/68) **Scientific Equipment** for University of Riyadh. January 11, 1969. E.S.B. 33275/68.

SINGAPORE, REPUBLIC OF

Public Utilities Board:
(170/68) **Switchgear.** November 21. E.S.B. 32715/68, 32716/68.
(170/68) **Distribution Boards and Equipment.** November 21. E.S.B. 32717/68.
(170/68) **Distribution Boards.** November 21. E.S.B. 32718/68.
(170/68) **Switchgear.** November 25. E.S.B. 32719/68, 32720/68, 32721/68.
(170/68) **Transformers.** November 28. E.S.B. 32722/68, 32723/68, 32724/68.
(170/68) **Transformers.** December 2. E.S.B. 32725/68, 32726/68.
(173/68) **Water Meters** for Water Department, Public Utilities Board. (Pre-qualification Information.) October 25. E.S.B. 33140/68.*

SOUTH AFRICA

(172/68) **Laundry Equipment; Air Compressors** for Cape Provincial Tender Board. September 20. E.S.B. 32791/68.*
State Tender Board:
(172/68) **Locomotive.** September 18. E.S.B. 33119/68.
(172/68) **Steel.** September 19. E.S.B. 33122/68.*
(172/68) **Electric Cable.** October 21. E.S.B. 33127/68.*
(172/68) **PVC Bags; Waxed Paper.** September 18. E.S.B. 33129/68.*
(172/68) **Tipper Trucks.** September 19. E.S.B. 33130/68.*
(172/68) **Compressors.** September 19. E.S.B. 33132/68.*
(172/68) **Valves.** September 19. E.S.B. 33133/68.*
(172/68) **Sluice Valves.** September 19. E.S.B. 33134/68.*
(174/68) **Motor Graders.** September 27. E.S.B. 33256/68.*
(174/68) **Crawler Tractors.** September 27. E.S.B. 33257/68.*

SPAIN

Direccion General de Agricultura:
(173/68) **Beet Root Harvester Competition.** October 7. E.S.B. 33221/68.*
(173/68) **Maize Harvester Demonstration.** September 20. E.S.B. 33222/68.*
(173/68) **Fish Bulk Unloading Installation** for Junta del Puerto y Ria de Vigo. October 10. E.S.B. 33089/68.

SUDAN

Government Printing Press:
(169/68) **Paper.** September 20. E.S.B. 32734/68.*
(169/68) **Paper.** October 20. E.S.B. 32743/68.*
(169/68) **Trolleys** for Sudan Railways. September 26. E.S.B. 32741/68.*

SYRIAN ARAB REPUBLIC

(169/68) **Insulators** for Northern Zone Electricity Directorate. September 28. E.S.B. 32727/68.
(174/68) **Stone Breaker** for Syrian Army-Air Force Command. September 18. E.S.B. 33285/68.

TAIWAN

Central Trust of China:
(173/68) **Tank Gauge and Receiver.** October 1. E.S.B. 33175/68.*
(173/68) **Emulsifying Agent.** October 1. E.S.B. 33176/68.*
(173/68) **Agricultural Chemicals.** October 2. E.S.B. 33178/68.*
(173/68) **Filter Materials.** October 1. E.S.B. 33179/68.*
(173/68) **Penetron Gauge.** October 2. E.S.B. 33180/68.*
(173/68) **Belt Connection Plates and Rivets.** October 4. E.S.B. 33181/68.*
(173/68) **Dock Fenders.** September 30. E.S.B. 33182/68.*
(173/68) **Watthour Meters.** September 30. E.S.B. 33183/68.*
(173/68) **Static Electricity Remover.** September 30. E.S.B. 33184/68.*
(173/68) **Telecommunication Equipment; Generators.** September 27. E.S.B. 33185/68.*
(173/68) **Inspection Mirrors; Hand Magnifiers.** September 27. E.S.B. 33186/68.*
(173/68) **Tachometer.** September 27. E.S.B. 33187/68.
(173/68) **Rubber Hose.** September 27. E.S.B. 33189/68.
(173/68) **Voltage Regulator.** September 23. E.S.B. 33190/68.*
(173/68) **Sulphur Dioxide Recovery Plant.** October 2. E.S.B. 33203/68.*
(173/68) **Oil Tester Set.** September 25. E.S.B. 33223/68.*
(173/68) **Files.** September 25. E.S.B. 33224/68.*
(174/68) **Drills.** September 25. E.S.B. 33225/68.*
(173/68) **Balance.** September 24. E.S.B. 33226/68.*
(173/68) **Ball and Socket Eyes.** September 25. E.S.B. 33227/68.*
(173/68) **Chemicals; Filter Paper.** September 27. E.S.B. 33228/68.*
(174/68) **Oscilloscope.** September 23. E.S.B. 33229/68.*
(174/68) **Drilling Machines.** September 23. E.S.B. 33230/68.*
(174/68) **Riveting Machine.** September 27. E.S.B. 33231/68.*
(174/68) **Steel Rails.** September 26. E.S.B. 33232/68.*
(173/68) **Tractor.** September 24. E.S.B. 33234/68.*
(174/68) **Telemometer and Pump.** September 19. E.S.B. 33235/68.*
(173/68) **Refinery Testing Equipment.** September 19. E.S.B. 33236/68.*
(173/68) **Centrifugal Pumps.** September 20. E.S.B. 33238/68.*

TANZANIA

(172/68) **Road Project** for Ministry of Communications, Labour and Works. (Pre-qualification Information.) E.S.B. 33081/68.

THAILAND

Thailand Tobacco Monopoly:
(174/68) **Glycerine.** September 18. E.S.B. 33242/68.*
(174/68) **Cigarette Filtering Material.** October 9. E.S.B. 33243/68.
(174/68) **Aluminium Foil.** September 26. E.S.B. 33244/68.*

TUNISIA

(170/68) **Consultancy Services** for President Directeur General Socomena. September 26. E.S.B. 32812/68.*

TURKEY

(170/68) **Printing Equipment** for Kara Kuvvetleri Komutanligi. September 30. E.S.B. 32770/68.*
(173/68) **Earth Moving Machinery Spare Parts** for Karayollari Genel Mudurlugu. October 4. E.S.B. 33146/68.*
(172/68) **Vehicle Spare Parts** for State Highways Department. October 4. E.S.B. 33147/68.*
(172/68) **Drill Rigs and Accessories** for State Hydraulic Works. (Further Information.) (Tender Cancelled.) E.S.B. 26714/68.
(170/68) **Lighting Equipment** for State Railways Administration. (Further Information.) Closing date postponed to September 20. E.S.B. 30145/68.*

UNITED STATES OF AMERICA

(173/68) **Cable** for City of Seattle – Division of Purchases. September 18. E.S.B. 33216/68.*

VENEZUELA

(172/68) **Water Plant Equipment** for Instituto Nacional de Obras Sanitarias. October 21. E.S.B. 33110/68.*

VIETNAM

(173/68) **Steel Plant and Rolling Mill** for Industrial Development Centre. October 30. E.S.B. 33211/68.*

ZAMBIA

Central Supply and Tender Board:
(169/68) **Envelopes.** September 27. E.S.B. 32735/68.*
(169/68) **X-Ray Film.** September 20. E.S.B. 32736/68.*
(169/68) **Chemicals; Laboratory Equipment.** September 20. E.S.B. 32737/68.*
(169/68) **Recording Tapes.** September 27. E.S.B. 32738/68.*
(169/68) **Glass Fibre Materials.** September 27. E.S.B. 32739/68.*
(169/68) **Steel Poles.** October 4. E.S.B. 32740/68.*
(174/68) **Badges; Caps; Puttees; Hose.** October 4. E.S.B. 33443/68.*
(174/68) **Shirts.** October 4. E.S.B. 33444/68.*

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(170/68) Inquiry for men's outerwear. E.S.B. 32543/68.

Australia
(169/68) Agency inquiry for fire-fighting and fire alarm equipment. E.S.B. 32472/68.
(171/68) Agency inquiry for crockery; kitchenware; sports goods. E.S.B. 32435/68.
(171/68) Agency inquiry for mitre box and saw. E.S.B. 32593/68.
(172/68) Agency inquiry for door-opening devices; fire alarms; lifts; valves. E.S.B. 27467/68.
(171/68) Market report on telecommunications equipment.
(173/68) Inquiry for wood lathe and sanding attachment. E.S.B. 30436/68.
(173/68) Inquiry for marine equipment. E.S.B. 32480/68.

Australia – Waiver of British Preference
(170/68) Inquiry for audio frequency deafness wobbulator. E.S.B. A/52/68.
(170/68) Inquiry for fans; motors; starters. E.S.B. A/54/68.
(170/68) Inquiry for geiger counter. E.S.B. A/53/68.
(171/68) Inquiry for conductor. E.S.B. A/55/68.
(171/68) Inquiry for toilet unit. E.S.B. M/46/68.
(172/68) Inquiry for confectionery wrapping machine. E.S.B. M/56/68.
(172/68) Inquiry for knife rings. E.S.B. M/47/68.
(172/68) Inquiry for marine distress signals. E.S.B. A/58/68.
(172/68) Inquiry for railway equipment – further information. E.S.B. A/23/68.
(172/68) Inquiry for thermistor infra-red detector. E.S.B. A/56/68.
(172/68) Inquiry for transformers. E.S.B. A/57/68.
(172/68) Inquiry for turbo generators and associated plant. E.S.B. A/59/68.
(173/68) Inquiry for chip and glue-mixing machine spare parts. E.S.B. M/48/68.
(173/68) Inquiry for electro mechanical filters. E.S.B. S/48/68.
(173/68) Inquiry for electronic circulators; printer units. E.S.B. S/46/68.
(173/68) Inquiry for hydraulic press line. E.S.B. M/53/68.
(173/68) Inquiry for knife grinding machine and ancillary equipment. E.S.B. M/50/68.
(173/68) Inquiry for log chipping machine and parts. E.S.B. M/49/68.
(173/68) Inquiry for professional semi-conductors. E.S.B. S/47/68.
(173/68) Inquiry for telephone plugs and sockets. E.S.B. S/49/68.
(173/68) Inquiry for wood chip drier and ancillary equipment. E.S.B. M/52/68.
(173/68) Inquiry for wood chip spreading machines and ancillary equipment. E.S.B. M/55/68.
(173/68) Inquiry for wood processing machine. E.S.B. M/54/68.
(174/68) Inquiry for reflective sheeting. E.S.B. S/51/68.

Austria
(171/68) Agency inquiry for office furniture. E.S.B. 19739/68.
(172/68) Agency inquiry for chemicals. E.S.B. 32281/67.
(170/68) Inquiry for advertising gifts.—E.S.B. 30505/68.
(172/68) Inquiry for accumulators; batteries; diesel engines; hairdriers and handmixers. E.S.B. 31726/68.

Bahrain
(170/68) Inquiry for pencils. E.S.B. 32568/68.

Barbados
(170/68) Agency inquiry for brushes; buckets; padlocks. E.S.B. 32531/68.

Bulgaria
(171/68) Inquiry for surgical instruments. E.S.B. 32894/68.

Bulgaria/Austria
(174/68) Trade and financial arrangements. E.S.B. 1209/G.

Canada
(170/68) Inquiry for packaged food items. E.S.B. 32835/68.
(172/68) Inquiry for metal products; fork-lift trucks. E.S.B. 32824/68.
(174/68) Inquiry for cosmetics; perfumes; toiletries; toilet gift sets. E.S.B. 33469/68.

Ceylon
(169/68) Inquiry for bicycle tyres and tubes; chemicals; tyre rebuilding requirements; wire. E.S.B. 32562/68.
(170/68) Inquiry for fluidic devices. E.S.B. 32897/68.

Finland
(171/68) Agency inquiry for ceramic ware; glassware; handkerchiefs; knitwear; umbrellas. E.S.B. 32592/68.

France
(169/68) Import licensing. C.R.E. 8193/G.
(170/68) Inquiry for cleaning cloths. E.S.B. 30217/68.

Germany, Federal Republic of
(173/68) Agency inquiry for knitwear. E.S.B. 29925/68.
(169/68) Inquiry for fabrics; lace; yarns. E.S.B. 32863/68.
(171/68) Inquiry for quartz gravel. E.S.B. 32599/68.
(173/68) Inquiry for belts; boots; hoses. E.S.B. 33093/68.
(173/68) Inquiry for furniture. E.S.B. 33333/68.

Hong Kong
(171/68) Inquiry for men's suitings. E.S.B. 23294/68.

India
(174/68) Inquiry for automatic escape equipment. E.S.B. 33368/68.

Irish Republic
(170/68) Agency inquiry for cycle accessories. E.S.B. 32594/68.
(171/68) Agency inquiry for protective clothing. E.S.B. 32921/68.

Israel
(170/68) Inquiry for generators; machine tools; motors; saws. E.S.B. 32313/68.
(173/68) Inquiry for bedspreads; curtain material; table covers; wall covering materials. E.S.B. 33030/68.
(173/68) Inquiry for chemicals. E.S.B. 33354/68.
(173/68) Inquiry for sheet metal strips. E.S.B. 33092/68.

Italy
(170/68) Agency inquiry for haberdashery; scarves and shawls; socks and stockings. E.S.B. 32364/68.
(172/68) Agency inquiry for glove boxes and accessories; laboratory handling instruments; manipulators. E.S.B. 15528/68.
(171/68) Inquiry for steel bar. E.S.B. 32985/68.
(173/68) Inquiry for cloth-working machines. E.S.B. 33355/68.
(173/68) Inquiry for clutch linings. E.S.B. 33355/68.

Italy/Czechoslovakia
(174/68) Trade Agreement. E.S.B. 1209/G.

Jamaica
(171/68) Inquiry for plastic bottles and droppers; measuring spoons. E.S.B. 32986/68.

Japan
(170/68) Manufacture under licence in Britain – tungsten di-sulphide. E.S.B. 27863/68.

Kenya
(171/68) Agency inquiry for clothing. E.S.B. 32414/68.
(170/68) Inquiry in respect of extension of Kenyatta hospital. E.S.B. 30839/65.

Kuwait
(174/68) Inquiry for children's clothing; electric heaters; measuring equipment; pharmaceuticals; shirts. E.S.B. 32494/68.

Lebanon
(169/68) Agency inquiry for clothing; cosmetics; cufflinks; foam rubber; lingerie; trimmings. E.S.B. 31756/68.
(170/68) Agency inquiry for diesel engines. E.S.B. 32509/68.

Libya
(173/68) Inquiry for cutlery; crockery; kitchen utensils. E.S.B. 32370/68.

Malaysia
(171/68) Inquiry for children's wear; elastic; handkerchiefs; paintbrushes; piece-goods; pipes; socks. E.S.B. 25493/68.

Mexico
(171/68) Agency inquiry for circut breakers; generating sets. E.S.B. 31472/68.
(173/68) Agency inquiry for loudspeakers; photo cartridges; telecontrol equipment. E.S.B. 32546/68.
(174/68) Agency inquiry for anthracite. E.S.B. 29218/68.

Netherlands
(173/68) Agency inquiry for electronic measuring, regulating and control equipment. E.S.B. 32987/68.

North America
(169/68) Store buyers' visits. E.S.B. 4763/67.

Sierra Leone
(172/68) Inquiry for steel sheets; steel tubing. E.S.B. 31688/68.
(173/68) Inquiry for electrical accessories and cabling; water heaters. E.S.B. 30561/68.

Singapore, Republic of
(171/68) Agency inquiry for fabrics. E.S.B. 32403/68.
(173/68) Agency inquiry for audio-visual aids; laboratory equipment. E.S.B. 32569/68.

South Africa
(170/68) Manufacture under licence – machine tools and equipment. E.S.B. 32405/68.

Sudan
(172/68) Imports of tea, coffee and salt. E.S.B. 1209/G.

Sweden
(170/68) Agency inquiry for textile goods. E.S.B. 13425/68.
(171/68) Agency inquiry for furnishing fabrics; piece goods. E.S.B. 32922/68.
(172/68) Agency inquiry for marine engineering equipment; ships' stores; steel products. E.S.B. 28341/68.

Switzerland
(172/68) Inquiry for carpet-cleaning equipment. E.S.B. 28361/68.

Thailand
(170/68) Agency inquiry for electronic equipment and appliances; household, light industrial and office general merchandise and tools; medical instruments; office equipment and machinery; stationery. E.S.B. 23724/68.

Tunisia/Democratic Republic of the Congo (Kinshasa)
Trade Agreement. E.S.B. 1209/G.

Tunisia/Yugoslavia
(172/68) Trade Agreement. E.S.B. 1209/G.

Turkey
(169/68) Inquiry for road maintenance equipment and vehicles. E.S.B. 32589/68.

United Arab Republic (Egypt)
(173/68) Inquiry for steel sheets. E.S.B. 33341/68.

United States of America
(169/68) Agency inquiry for Christmas tree ornaments; kitchenware; lamps. E.S.B. 32535/68.
(169/68) Inquiry for needles; stationery specialities. E.S.B. 30562/68.
(170/68) Inquiry for gift items. E.S.B. 32895/68.
(170/68) Inquiry for suitings. E.S.B. 27199/68.
(170/68) Manufacture under licence in Britain – self-propelled climbing wheelchair. E.S.B. 29257/68.
(172/68) Inquiry for delay lines. E.S.B. 32995/68.
(173/68) Inquiry for marine communications equipment; marine electrical and electronic accessories; navigational equipment. E.S.B. 32957/68.

Various
(172/68) Visits by British Overseas Commercial Representatives. E.S.B. 6865/66.

Zambia
(172/68) Agency inquiry for shirts. E.S.B. 23146/68

†For further details of the 'Export Service Bulletin' see page 675.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 346 of August 2 issue.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– Dr. FRY'S TRANSLATION SERVICE

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 5087 and 7163

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common customs tariff

THE Common Customs Tariff of the European Communities (Tarif douanier des Communautés Européennes) which came into force on July 1, 1968, was published as Regulation (CEE) No. 950/68 in the *Journal Officiel des Communautés Européennes* No. L172, dated July 22, 1968. On July 1, 1968, the six member states of the EEC (France, Germany, Belgium, Luxembourg, Netherlands and Italy) applied generally to imports from third countries the Common Customs Tariff, taking into account the first two cuts towards the Kennedy Round rates of duty.

The Community authorities have also published a loose-leaf edition of the Tariff which shows, in addition to the current rates, the rates to be applied from January 1, 1970; January 1, 1971; and January 1, 1972; after taking into account the remaining three cuts towards the Kennedy Round rates of duty.

Both versions of the Tariff may be obtained through HMSO or may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXT of the following Regulations and Decision – which affect the various agricultural sectors in the EEC has been published in the *Journal Officiel des Communautés Européennes.*

The French text of these Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 1261/68 completes Regulation (CEE) No. 1097/68 (see *Board of Trade Journal* dated August 16, 1968, page 509) in so far as it concerns the definition of frozen beef and veal suitable for industrial use (*Journal Officiel* No. L208 dated August 21, 1968).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1260/68 modifies Regulation (CEE) No. 1106/68 (see *Board of Trade Journal* dated August 16, 1968, page 510) which relates to methods of granting aid for powdered skimmed milk intended for processing into compound animal feedstuffs (*Journal Officiel* No. L208 dated August 21, 1968).

Regulation (CEE) No. 1262/68 relates to transitory measures concerning the granting of particular refunds for certain milk products intended for certain foreign forces stationed in Europe (*Journal Officiel* No. L208 dated August 21, 1968).

Decision No. 68/332/CEE authorizes the Netherlands to sell at a reduced price butter from public stock intended for use in the manufacture of concentrated butter (*Journal Officiel* No. L210 dated August 23, 1968).

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
226/68	Fixing the refund for eggs in shell exported in the form of goods not covered by Annex II to the Treaty	8d. (11d.)
230/68	Fixing levies in the olive oil sector	8d. (11d.)
232/68	Fixing the production refund for olive oil used in the manufacture of preserved fish and vegetables	8d. (11d.)
241/68	Fixing the levies applicable to imports of processed products based on cereals and rice, including compound animal feeding stuffs	1s. 6d. (1s. 9d.)
242/68	Fixing the refunds for processed products based on cereals and rice, including compound feeding stuffs	1s. 6d. (1s. 9d.)
252/68	Altering the levies applicable to imports of processed products based on cereals and rice	8d. (11d.)
259/68	Fixing the service Regulations of Officials of the European Communities and the conditions of employment of other servants of the Communities and instituting special measures temporarily applicable to Officials of the Commission	1s. 6d. (1s. 9d.)
261/68	Amending Council Regulation No 423/67/EEC, No. 6/67/EURATOM, of July 25, 1967, fixing the emoluments of members of the EEC and EAEC Commissions and of the High Authority who have not been appointed members of the single Commission of the European Communities	8d. (11d.)
263/68	Amending Regulation No. 473/67 on import and export certificates for cereals and rice	8d. (11d.)
278/68	Fixing export refunds for rice and brokens	10d. (1s. 1d.)
283/68	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143).

Tariffs in the EEC

THE *Journal Officiel des Communautés Européennes* No. L210 dated August 23, 1968, contains the text of Decision No. 68/333/CEE which authorizes Germany to vary its national tariff towards the common tariff in respect of certain Algerian wines. This Decision, which is valid until September 1, 1969, affects the following items when originating in Algeria as set out below:

The French text of this Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common Customs Tariff Nos.	Description of Goods	Rates of duty	Quantity (in hectolitres)
ex 22.05 B I (b)	Wines, other than sparkling wines and white wines, with an alcohol content of 13° or less and in containers holding more than 2 litres	50% of the common customs tariff	175,000
22.05 B II (b)	Wines, other than sparkling wines with an alcohol content of more than 13° but not more than 15° and in containers holding more than 2 litres		
ex 22.05 B	Wines intended, under customs control, to be used in the preparation of vermouths, the manufacture of vinegar, for distilling or blending	25% of the common customs tariff	100,000

FRANCE

Global quota for the import of horses for slaughter

THE FRENCH *Journal Officiel* of August 21 announced the opening of a quota for the import of horses for slaughter (Tariff No. 01.01 AII) originating in and imported from ex member countries of the OECD other than member countries of the EEC, and from the United States and Canada.

The quota, which is for the period September 1 to December 31, 1968, will be opened in two periods of two months each. Import licences will be granted only to those importers who can prove that they have effected imports of horses for slaughter from the countries covered by this quota during the following periods:

January 1 to August 31, 1966
January 1 to August 31, 1967
January 1 to June 30, 1968

Applications for import licences, made separately for each of the two periods of the quota, should be marked 'OCDE hors CEE' as country of origin, and reach the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue la Tour-des-Dames, Paris, 9e, not later than October 10 for the first period and December 10 for the second period. Applications will be examined as and when received.

Licences will be valid until October 31 and December 31 respectively and this period of validity will be endorsed on the licence.

A statement of imports effected between January 1, 1966 and June 30, 1968, stating the country of origin, should be addressed to the Ministère de l'Agriculture (Direction des Relations Internationales, Service des Relations Bilatérales et des Operations Commerciales avec l'Etranger, Bureau des Autorisations Commerciales), 78 rue de Varenne, Paris, 7e.

Importers who have, for previous quotas, forwarded details of imports from January to August 1966 and January to June 1967, need only complete the information for the periods July 1 to August 31, 1967 and January 1 to June 30, 1968.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Global quota for imports of horsemeat

THE FRENCH *Journal Officiel* of August 21 announced the opening of a quota for the import or horsemeat, fresh and chilled, exclud-

(Continued on next page)

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FRANCE, *continued*

ing frozen (Tariff No. 02.01 A ex I) originating in and imported from all countries other than member countries of the European Economic Community, for the period September 1 to December 31, 1968 under conditions as set out in a notice to importers dated March 17, 1968.

Requests for import licences will be accepted only from importers who can show that they imported horsemeat from countries other than member countries of the EEC between January 1 and August 31, 1967. Statements, showing the country of origin, should be addressed to the Ministere de l'Agriculture (Direction des Relations Internationales, Service des Relations Bilaterales et des Operations Commerciales avec l'Etranger, Bureau des Autorisations Commerciales), 78 rue de Varenne, Paris 7e.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Import restrictions

THE *Board of Trade Journals* of July 5, 12 and 26 published lists of quotas for imports into France of goods subject to quantitative restrictions as from July 1, and set out details of the import procedure. The French *Journal Officiel* of August 21 announced the opening of the second allocation of the quotas for these same goods with the exception of twine, cordage, ropes and cables (Tariff No. 59.04) which were liberalized again on July 23 (see *Board of Trade Journal* of August 9, page 436). Licence applications should be addressed to Direction Générale des Douanes et Droits Indirects (division E), 8 rue de la Tour des Dames, Paris, 9e, and the procedure is the same with the following differences:

Motor vehicles

For motor vehicles covered by tariff headings ex 87.01 and 87.02 under quota nos. 25 and 26, applications must be received before 11.30 a.m. of September 13, 1968, when they will be examined simultaneously.

Textiles

For textile products covered by tariff headings 51.04, ex 53.11, ex 55.05, 55.08, 55.09, 56.07, ex 60.03, 60.04, ex 60.05, ex 61.01, ex 61.02, 61.03, 61.04, 61.05, ex 62.02, under quota nos. 1 to 7 and 9 to 15, applications must be received before 11.30 a.m. of September 23, 1968, when they will be examined simultaneously.

Household appliances

For household appliances covered by tariff headings ex 73.36, ex 84.15, ex 84.40 under quota nos. 20, 22 and 23, applications must be received before 11.30 a.m. of September 16, when they will be examined simultaneously.

Applications for licences covering parts and pieces of ex 73.36 and 84.40 B ex 1 under quota nos. 21 and 24 will be accepted from August 21 without any closing date and will be examined as and when received. For gas and mixed stoves of quota no. 20 and domestic refrigerators of quota No. 22 pro forma invoice must indicate:

(a) the trade mark.
(b) the full reference description of each type of equipment as is necessary to obtain the N.F. (quality standard) stamp.
(c) for refrigerators' capacity figure (in litres) must be given.

Iron and steel

For iron and steel products covered by Tariff headings 73.06 to 73.16 under quota nos. 16 to 19 applications must be received before 11.30 a.m. of September 16, 1968, when they will be examined simultaneously, Each application must refer to items in one group only or to one single quota number and the group or quota number stated clearly. Exceptionally, import applications will be accepted before 11.30 a.m. of August 31, 1968, and will be examined as and when received in the following cases:

(a) where firms were closed for annual holidays during the period allotted to applications for the first part of the quotas (July 3-20 or July 7-20 as the case may be);
(b) when applications for the first part of the quotas were not successful because they did not conform to the necessary requirements.

In both cases applications should be clearly marked 'Dépannage 2e série'.

Importers are reminded to attach to their applications all details likely to be of use for the study of their case, and, in particular, for iron and steel products, the amounts imported for the second half of 1967. The D.3 Declaration will only be necessary if it has not been forwarded with applications for the first allocation of the quotas.

All inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 423, 408 or 288) where the full French text can be seen.

EXPORT SALES ACTION

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VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

SPAIN

Customs tariff

IN THE *State Gazette* of August 9, the Spanish authorities announced the following modifications to certain sub-sections of their customs tariff:

Tariff heading	Description	Definitive duty	Transitory duty
39-02 L	Polypropylene:		
1	In forms mentioned in Note 3 (a) and (b) to this Chapter (i.e. in liquid or pasty form, blocks, lumps, powders, granules, flakes and similar bulk forms)	26%	22%
2	In forms mentioned in Note 3 (c) and (d) to this Chapter (i.e. in the form of monofil of which any cross-sectional dimension exceeds 1 millimetre, seamless tubes, rods, sticks and profile shapes, whether or not surface-worked but not otherwise worked; plates, sheets, strip, film and foil, whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and rectangular articles cut therefrom, not further worked)	29%	25%
M	Others:		
1	In forms mentioned in Note 3 (a) and (b) to this Chapter	15%	11·5%
2	In forms mentioned in Note 3 (c) and (d) to this Chapter	15%	13%
N	Waste and scrap	6 ptas. kg.	5·5 ptas. kg.
56-07 B 1	Woven fabrics of man-made fibres (discontinuous or waste):		
	Of staple fibre and of cuprammonium fibre:		
	(a) Unworked	35%	26·5%
	(b) Figured or manufactured with dyed threads	38%	29%
	(c) Others	38%	29%

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of August 9, 1968 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
73-32 B III a	Other nuts, bolts, screws and similar articles with threads suitable for wood or with cutting threads.
83-13 B	Fabricated capsules.

Existing orders could be admitted quota-free until August 16, 1968.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

NIGERIA

Import licensing: amendments

LEGAL NOTICE No. 9, The Nigerian Open General Import Licence (All Countries) No. 1 of 1964 (Amendment) Notice, 1968, published in the *Board of Trade Journal* of February 2, page 350 has been amended as follows:

Under paragraph 40 for 'Passenger cars' delete statistical number 732-16.

Under paragraph 41 for 'Radio and radiogram, TV, tape recorders and gramophones' delete 724-94 and add statistical number 891-11.

Under paragraph 64 for 'Socks' add statistical number 841-42.

Under paragraph 74 for 'Shirts' add statistical number 841-47.

Note:

These amendments deal with certain anomalies of Legal Notice No. 9 of 1968 amending Open General Import Licence (All Countries) No. 1 of 1964.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

KENYA

Import licensing regulations

LEGAL NOTICE No. 268, published in the Kenya Official *Gazette* Supplement No. 71 of August 23, announces, with effect from August 21, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 9) Order, 1968, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201), and subsequently amended, is now further amended as follows:

Item No.	Description
By the insertion in their correct numerical order of the following new items:	
	632 – Wood manufactures, n.e.s.
632 7 0 0	Clothes pegs.
	642 – Articles made of paper pulp, of paper or of paperboard.
642 1 1 0	Paper bags, paperboard boxes and other packing containers.
652 1 0	Cotton fabrics, woven, grey (unbleached).
	Cotton fabrics, woven other than grey (bleached, dyed, mercerized, printed or otherwise finished).
652 2 1	Cotton fabrics, woven (bleached).
652 2 4	Dyed in the piece – drill and twill other than khaki.
652 2 5	Dyed in the piece – other.
653 5 3	Coloured fabrics, woven of coloured yarns.
697 2 1 2	Domestic utensils of stainless steel.
697 2 1 9	Charcoal irons.
698 1 2 0	Butt hinges only.
698 5 0 0	Shoe eyelets.
698 9 1 9	Bead wire rings.
733 1 1 0	Bicycles.
733 1 2 0	Bicycle parts including wheel spokes.
	Division 81 – Sanitary, plumbing, heating and lighting fixtures and fittings.
	812 – Sanitary, plumbing, heating and lighting fixtures and fittings.
812 4 3 0	Flashlights and torches.
	Division 83 – Travel goods, handbags and similar articles.
	831 – Travel goods, handbags and similar articles.
831 0 0 2	Ladies handbags.
841 1 1 0	Trousers made of worsted, woollen and mixed woollen and synthetic materials.
841 1 4 0	Babies napkins.
893 0 0 1	P.V.C. raincoats.
895 1 2 0 895 9 9 0	Staples, pins and paper clips.
899 5 3 0	Zip fasteners.

(*Continued on page* 683)

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KENYA, *continued*

Note:

The following information was given in a Press Notice issued by the Director of Trade and Supplies:

'Importers should particularly note that from the date of the above Legal Notice, the importation into Kenya of the following items which appear therein can only be effected through the Kenya National Trading Corporation:

Cotton fabrics, woven, grey (unbleached) Cotton fabrics, woven and other than grey (bleached, dyed, mercerized, printed or otherwise finished)
Cotton fabrics, woven (bleached)
Dyed in the piece – drill and twill other than khaki
Dyed in the piece – other
Coloured fabrics, woven of coloured yarns
Charcoal irons
Bicycles
Bicycle parts including wheel spokes
Flashlights and torches.'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757 Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff change

GOVERNMENT NOTICE R1408, published in the Republic of South Africa Government *Gazette* of August 16, amends the Republic's customs tariff as follows:

I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV Rate of Duty M.F.N.	V Rate of Duty Preferential
51.01 By the substitution for subheading No. 51.01.50.40 of the following: .40 Of twisted polyamide fibres, 40 denier or more but less than 70 denier, single multiple or cabled	lb.	15% or 125c per lb. less the f.o.b. price		
By the substitution for subheading No. 51.01.50.50 of the following: .50 Of polyamide fibres, not twisted, 40 denier or more but less than 70 denier (including tow) .	lb.	15% or 92c per lb. less the f.o.b. price		

NOTE. The descriptions are amended to make it clear that subheading No. 51.01.50.40 covers single, multiple and cabled yarn and that subheading No. 51.01.50.50, includes tow.

Customs tariff application

CUSTOMS TARIFF Application List No. 475, published in the South African Government *Gazette* of August 23, 1968, contains an application to the Board of Trade and Industries for increase in duty on:

1. Internal combustion compression ignition (diesel) engines in the range 75 to 150 gross b.h.p., inclusive, by the amendment of the tariff to the effect indicated below:

Tariff heading/ sub-heading	Description	Rate of duty requested General	MFN	Preferential
ex 84.06.40	Engines, of the above description, suitable for use solely or principally with tractors (excluding road tractors) or road rollers	25%		
ex 84.06.60	Railway locomotive engines, of the above description	30%		25% (UK)
ex 84.06.70	Stationary engines, of the above description	25%		

(Continued on next page)

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SOUTH AFRICA, *continued*

Tariff heading/ sub-heading	Description	Rate of duty requested		
		General	MFN	Preferential
ex 84.06.85.90	Engines, of the above description, identifiable for use solely or principally with motor vehicles (excluding motor cycles and tractors other than road tractors)	25%		
ex 84.06.90	Other engines, of the above description	25%		
ex 84.09	Mechanically propelled road rollers	Free and in addition in respect of each engine, of the above description, incorporated in or imported with such equipment 25% with a maximum of 15% on the complete unit of equipment		
ex 84.10	Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds:			
	.90 Other (excluding those for beer brewing)	Free and in addition in respect of each engine, of the above description, incorporated in or imported with such equipment 25% with a maximum of 15%		
ex 84.11.10	Air compressors	5% and in addition in respect of each engine, of the above description, incorporated in or imported with such equipment	3%	Free (UK)
		28%	28%	25% (UK)
ex 84.22.40	Cranes	10%		
ex 84.23.90	Mechanical excavators, loaders, trenchers and shovels; road graders and/or scarifiers and combined graders, for road construction or maintenance	Free and in addition in respect of each engine, of the above description, incorporated in or imported with such equipment 25% with a maximum of 15% on the complete unit of equipment		
ex 85.01.10	Electrical generators	5% and in addition in respect of each engine, of the above description, incorporated in or imported with such equipment		Free (UK)
		30% with a maximum of 20% on the complete unit of equipment		25% (UK) 15% (UK)
ex 86.04	Mechanically propelled railway and tramway coaches, vans and trucks, and mechanically propelled track inspection trolleys:			
	.90 Other	3% and in addition in respect of each engine, of the above description, incorporated in or imported with such vehicles 25%		
ex 87.01	Tractors (excluding those falling under heading 87.07):			
	.20 Tracklaying tractors	Free and in addition in respect of each engine, of the above description, incorporated in or imported with such vehicles 25% with a maximum of 7½% or 5% or R500 each, whichever rate yields the lower amount of duty on the complete vehicle		
	.30 Walking tractors	Free and in addition in respect of each engine, of the above description, incorporated in or imported with such vehicles 25% with a maximum of 20% on the complete vehicle		
	.40 Road tractors for semi-trailers	20% and in addition in respect of each engine, of the above description, incorporated in or imported with such vehicles		15% (UK and Ireland)
		30%		25% (UK and Ireland)
	.90 Other	Free and in addition in respect of each engine, of the above description, incorporated in or imported with such vehicles 25% with a maximum of 20% on the complete vehicle		
ex 87.02.25	Goods vehicles	20% and in addition in respect of each engine, of the above description, incorporated in or imported with such vehicles		
ex 87.02.30	Omnibuses and other public-service type passenger vehicles:	25%		
	.10 Assembled	10% and in addition in respect of each engine, of the above description, incorporated in or imported with such vehicles		
	.20 Unassembled	25% 20% and in addition in respect of each engine, of the above description, incorporated in or imported with such vehicles		
ex 87.03.90	Other vehicles (including breakdown lorries, searchlight lorries, mobile workshops, crane lorries and mobile radiological units), but excluding the motor vehicles of heading 87.02	25% 20% and in addition in respect of each engine, of the above description, incorporated in or imported with such vehicles		
87.07.10	Fork-lift trucks	7% and in addition in respect of each engine, of the above description, incorporated in or imported wich such vehicles		Free (UK and Canada)
		32%		25% (UK and Canada)

2. (a) Certain double open end spanners, classifiable under tariff heading 82.03, by the imposition of rates of duty of 23 per cent *ad valorem* (general) and 20 per cent *ad valorem* (United Kingdom and Canada) on double open end spanners of any metal and of all sizes up to 27 mm., 1 in. S.A.E. and $\frac{1}{8}$ in. Whitworth;

(b) certain ring spanners, classifiable under tariff heading 82.03, by the imposition of rates of duty of 23 per cent *ad valorem* (general) and 20 per cent *ad valorem* (United Kingdom and Canada) on ring spanners of any metal, of all types and of all sizes up to 27 mm. 1 in. S.A.E. and $\frac{9}{16}$ in. Whitworth;

(c) certain combination ring and open jaw spanners, classifiable under tariff heading 82.03, by the imposition of rates of duty of 23 per cent *ad valorem* (general) and 20 per cent *ad valorem* (United Kingdom and Canada) on combination ring and open jaw spanners of any metal and of all sizes up to 26 mm. 1 in. S.A.E. and $\frac{9}{16}$ in. Whitworth;

(d) certain water pump pliers, classifiable under tariff heading 82.03, by the imposition of rates of duty of 23 per cent *ad valorem* (general) and 20 per cent *ad valorem* (United Kingdom and Canada) on water pump pliers of all types and sizes;

(e) certain vice grips, classifiable under tariff heading 82.03, by the imposition of rates of duty of 23 per cent *ad valorem* (general)

(*Continued on page* 686)

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SOUTH AFRICA, *continued*

and 20 per cent *ad valorem* (United Kingdom and Canada) on vice grips of all sizes;

(f) pipe wrenches (excluding chain pipe wrenches), classifiable under tariff subheading 82.03.90, from 3 per cent *ad valorem* (general) and free (United Kingdom and Canada) to 23 per cent *ad valorem* (general) and 20 per cent *ad valorem* (United Kingdom and Canada); and

(g) ¼ in. drive sockets, including complete ¼ in. drive socket sets, and socket accessories (e.g. extensions, ratchets, speed braces, sliding T handles, universal joints and swivel handles), classifiable under tariff subheading 82.03.90, from 3 per cent *ad valorem* (general) and free (United Kingdom and Canada) to 23 per cent *ad valorem* (general) and 20 per cent *ad valorem* (United Kingdom and Canada).

There is also an application for the withdrawal of rebate facilities in respect of dropforged blanks for the manufacture of these items.

3. Current transformers or voltage (potential) transformers rated for systems of working voltages ranging from 11,000 volts up to and including 132,000 volts, for use with electrical measuring and metering instruments and electrical protective devices, from 5 per cent *ad valorem* (general) and free (United Kingdom) to 20 per cent *ad valorem* (general) and 15 per cent *ad valorem* (United Kingdom).

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1638/68, CRE 1636/68 and CRE 1637/68 respectively.

CEYLON

Tariff amendments

THE *Board of Trade Journal* of March 22, 1968 (page 945) gave notice of changes in the Ceylon Customs Tariff, the effect of which was to make minor amendments to the lists of Specified Industries Group One, Two and Three, and to the list of excluded items which were published in the *Journal* on June 9, and July 28, 1967.

The Board of Trade has now received a copy of the Ceylon Government *Gazette Extraordinary* No. 14,813/3 of August 2, 1968. This *Gazette* contains further amendments (Customs Notification No. 6 (Raw Materials)) which read as follows:

'The attention of all importers is drawn to the following item in the tariff:

Column I	Column II Preferential Rate *Ad val* Rs. c.	Column III General Rate *Ad val* Rs. c.
Raw materials (excluding components, packs and containers) imported on Actual User Licences for use in manufacturing industries other than any item included in the List of Excluded Items which may be notified in the *Gazette* by the Principal Collector of Customs in consultation with the Director of Industrial Development	Free	Free

List of Excluded Items

All items which can be imported under Open General Licence.

Articles of materials of the kinds described in BTN Heading Nos. 39.01 to 39.06.

Articles of unvulcanized natural or synthetic rubber (BTN Heading No. 40.06), articles of unhardened vulcanized rubber (BTN Heading Nos. 40.07 to 40.14) and articles of hardened rubber (ebonite and vulcanite) (BTN Heading No. 40.16).

Beedy Leaves (BTN Heading No. 14.05 A).

Flavouring Essences – solid or liquid (BTN Heading Nos. 21.07 A and 33.04).

Fruits (including Nuts) and preparations and products thereof (BTN Heading Nos. 08.01 to 08.13, 11.04, 20.01 to 20.07).

Raw Materials which have been given some special shape, size or quality required for use in an assembly or manufacturing process.

Sheets and sheeting falling under BTN Heading Nos. 39.01 to 39.06.

Textiles and textile articles falling under BTN Heading Nos. 50.01 to 63.02.

Tobacco (BTN Heading Nos. 24.01 and 24.02).

Wood and articles of wood; wood charcoal (BTN Heading Nos. 44.01 to 44.28).

This notification will take effect from midnight August 2-3, 1968.'

The Board of Trade has received a copy of Ceylon Customs Notification No. 7 (Component Parts), which is published in the Ceylon Government *Gazette Extraordinary* No. 14,813/3 of August 2, 1968. This notification amends the rate of duty on the items given in the *Board of Trade Journal* of June 9, 1967 (pages 1521, 1522) as follows:

The attention of all importers is drawn to the following item in the tariff:

Column I	Column II Preferential Rate *Ad val.* Rs. c.	Column III General Rate *Ad val.* Rs. c.
Component parts which have been given some special shape, size, or quality required for use in an assembly or manufacturing process and imported on Actual User Licences. This concessionary rate of duty will not apply to any item included in the List of Excluded Items which may be notified in the *Gazette* by the Principal Collector of Customs in consultation with the Director of Industrial Development . . .	5%	15%

List of Excluded Items

All items which can be imported under Open General Licence.

All items which can be imported by the trade under individual Import Licences and described in Schedule II to Import Control Notice No. 2/68 and amendments thereto.

This notification came into effect from midnight, August 2-3, 1968.'

The Ceylon Government *Gazette* No. 14,813/5 of August 4, 1968, contains Customs Notification (Tariff) No. 68/3 which amends the Ceylon Government *Gazette Extraordinary* dated April 29, 1968, printed in the *Board of Trade Journal* of May 24, 1968 (page 1619). The amendments are as follows:

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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SCHEDULE I

Column I Article	*Column II* Preferential Rate *Ad val.* Rs. c.	*Column III* General Rate *Ad val.* Rs. c.
Motor vehicles: Motor cars and motor station wagons, including engines and chassis therefor:	40%	50%
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model up to the point of arrival in the port of importation do not exceed Rs. 7,500	40% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,500 or part thereof.	50% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,500 or part thereof.
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model, up to the point of arrival in the port of importation exceeds Rs. 7,500 but do not exceed Rs. 10,000.	40% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,500 plus 190% of the next Rs. 2,500 or part thereof.	50% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,500 plus 200% of the next Rs. 2,500 or part thereof.
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 10,000 but do not exceed Rs. 12,500.	40% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,500 plus 190% of the next Rs. 2,500 plus 390% of the next Rs. 3,125 or part thereof.	50% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,500 plus 200% of the next Rs. 2,500 plus 400% of the next Rs. 3,125 or part thereof.
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 12,500 but do not exceed Rs. 15,625.	40% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,500 plus 190% of the next Rs. 2,500 plus 390% of the next Rs. 3,125 plus 590% of any sum in excess of Rs. 15,625.	50% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,500 plus 200% of the next Rs. 3,125 plus 600% of any sum in excess of Rs. 15,625.
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 15,625.	Where its value including cost, insurance, freight and other charges bears a certain proportion to the cost, insurance, freight and other charges of a vehicle of the make and model for which the engine or chassis is deemed suitable in the opinion of the Principal Collector of Customs the same proportion of the duty which would have been payable on a vehicle of the same make and model imported at the same time.	Where its value including cost, insurance, freight and other charges bears a certain proportion to the cost, insurance, freight and other charges of a vehicle of the make and model which the engine or chassis is deemed suitable in the opinion of the Principal Collector of Customs the same proportion of the duty which would have been payable on a vehicle of the same make and model imported at the same time.
In the case of an engine or chassis		

SCHEDULE II

Column I Article	*Column II* Preferential Rate *Ad val.* Rs. c.	*Column III* General Rate *Ad val.* Rs. c.
Motor cars and motor station wagons including engines and chassis therefor: In the case of an unused vehicle:	40%	50%
Where the cost, insurance, freight and other charges in respect of any unused vehicle of the same make and model, up to the point of arrival in the port of importation do not exceed Rs. 6,000	40% of the first Rs. 6,000 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,000 or part thereof.	50% of the first Rs. 6,000 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,000 or part thereof.
Where the cost, insurance, freight and other charges in respect of any unused vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 6000 but do not exceed Rs. 8,000.	40% of the first Rs. 6,000 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,000 plus 190% of the next Rs. 2,000 or part thereof.	50% of the first Rs. 6,000 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2000 plus 200% of next Rs. 2,000 or part thereof.
Where the cost, insurance, freight and other charges in respect of any unused vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 8,000 but do not exceed Rs. 10,000.	40% of the first Rs. 6,000 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,000 plus 190% of the next Rs. 2,000 plus 390% of the next Rs. 2,500 or part thereof.	50% of the first Rs. 6,000 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,000 plus 200% of the next Rs. 2,000 plus 400% of the next Rs. 2,500 or part thereof.
Where the cost, insurance, freight and other charges in respect of any unused vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 10,000 but do not exceed Rs. 12,500.	40% of the first Rs. 6,000 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,000 plus 190% of the next Rs. 2,000 plus 390% of the next Rs. 2,500 plus 590% of any portion in excess of Rs. 12,500.	50% of the first Rs. 6,000 of the cost, insurance, freight and other charges plus 100% of the next Rs.2, 000 plus 200% of the next Rs. 2,000 plus 400% of the next Rs. 2,500 plus 600% of any portion in excess of Rs. 12,500.
Where the cost, insurance, freight and other charges in respect of any unused vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 12,500.	Where its value including cost, insurance, freight and other charges bears a certain proportion to the cost, insurance freight and other charges of an unused vehicle of the make and model for which the engine or chassis is deemed suitable in the opinion of the Principal Collector of Customs the same proportion of the duty which would have been payable on an unused vehicle of the same make and model imported at the same time.	Where its value including cost, insurance, freight and other charges bears a certain proportion to the cost, insuranee, freight and other charges of an unused vehicle of the make and model for which the engine or chassis is deemed suitable in the opinion of the Principal Collector of Customs the same proportion of tha duty which would have been payable on an unused vehicle of the same make and model imported at the same time.
In the case of an engine or chassis		
In the case of a used vehicle	Where the value of the used vehicle including cost, insurance, freight and other charges as assessed by the Principal Collector of Customs bears a certain proportion to the cost, insurance, freight and other charges of any unused vehicle of the same make and model imported at the same time the same proportion of the duty which would have been payable on an unused vehicle of the same make and model imported at the same time.	Where the value of the used vehicle including cost, insurance, freight and other charges as assessed by the Principal Collector of Customs bears a certain proportion to the cost insurance, freight and other charges of any unused vehicle of the same make and model imported at the same time the same proportion of the duty which would have been payable on an unused vehicle of the same make and model imported at the same time.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

INTERNATIONAL TRADE CENTRE - ADVISORY SERVICE

One of the ways in which the International Trade Centre UNCTAD/GATT helps developing countries is that of a 'Trade Promotion Advisory Service'. The Centre's Trade Promotion Advisers visit developing countries on request for the purpose of helping them to establish official export promotion services, or to improve existing services. The Advisory Service also covers problems such as that of dealing with the disposal of a particular crop in difficult circumstances.

Further information may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

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MALAYSIA

Tariff Advisory Board

THE MALAYSIAN Tariff Advisory Board is to hold a further series of public inquiries to consider the appropriate rates of duty in Malaysia on the following items:

Tariff Code No.	Description
	Table and pedestal fans and parts thereof:
	Electro-mechanical appliances with self-contained electric motors of a type normally used in the household or in hotels', restuarants', offices' schools' hospitals' canteens' and trains' aircrafts' or ships' kitchens:
725 035	Table fans, pedestal fans and wall-bracket fans, other than ring-mounted exhaust fans.
725 037	Parts for fans not elsewhere specified.
	Television receivers and parts thereof, including antennae:
	Television broadcast receivers whether or not combined with sound receiver or gramophone:
724 101	Mains operated.
724 109	Parts not elsewhere specified or included.
	Metal sprayers:
	Mechanical appliances, including hand-operated, for projecting, dispersing or spraying liquids or powders including fire extinguishers, spray guns, and steam or sand blasting machines, excluding aerosol sprays:
719 645	Knapsack type sprays for insecticide, fertilizers and the like.
	Bicycle padlocks:
698 110-1	Padlocks and other locking devices, including parts, suitable for cycles.
	Synthetic resin emulsions:
	Polystyrene in primary forms:
581 203-1	Emulsions
	Polyvinyl and polyvinlylidene derivatives in primary forms:
581 205-1	Emulsions.
	Polyacrylic and polymethacrylic derivatives in primary forms:
581 208-1	Emulsions.
	Fishmeal:
081 402	Flour and meal of fish, crustaceans and molluscs, unfit for human consumption, except prawn dust.
	Sulphonic acid and liquid detergents:
512 140	Alkyl aryl sulphonate.
554 201	Organic surface-active agents other than sulphated or sulphonated oils or fats, being single substances or single substances standardized by the addition of inert materials.
554 202	Sulphated or sulphonated oils or fats.
554 203	Surface-active preparations and soap substitutes in liquid form prepared for domestic use.
554 204	Surface-active preparations, including emulsifiers, in liquid form prepared for industrial use.

The public inquiries will be held in the Hearing Room of the Tariff Advisory Board, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur as follows:

Date	Time	Commodity
October 7, 1968	10.00 a.m.	Table and pedestal fans and parts thereof.
October 8, 1968	10.00 a.m.	Television receivers and parts thereof, including antennae.
October 9, 1968	10.00 a.m.	Metal sprayers. Bicycle padlocks.
October 10, 1968	10.00 a.m.	Synthetic resin emulsions. Fishmeal.
October 11, 1968	10.00 a.m.	Sulphonic acid and liquid detergents.

Evidence will also be taken on all the commodities in the State Development Operations Room, Kota Kinabalu, Sabah, at 10 a.m. on October 15, 1968 and in the Kuching Rural District Council Chamber, Kuching, Sarawak, at 10 a.m. on October 17, 1968.

Evidence at these inquiries may be given orally or in writing. It is preferable that evidence be given in writing. All witnesses will be required to present their oral evidence on oath, and all written evidence will be required to be verified on oath or by statutory declaration.

Persons who propose to give evidence concerning any of the above commodities are requested to notify the Tariff Advisory Board of their intention as soon as possible. They will then be supplied with 'Notes for the Guidance of Witnesses' to assist them in the preparation of their evidence. Nine typewritten copies of evidence must reach the Tariff Advisory Board not later than September 23, 1968.

Inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 16089/G.

SINGAPORE

Customs tariff

1. THE CUSTOMS DUTIES (Amendment No. 17) Order, 1968, dated July 11, 1968, added the following items to the Schedule to the Customs Duties Order, 1967:

Code	Description	Unit of quantity	Customs duty		
			Full	Pref.	Excise
048 823	Preparations of flour, starch or malt extract for dietetic or culinary purposes, other than infant foods, containing cocoa, but less than 50% by weight being cocoa	Lb.	$1·00	$1·00	Nil
	Electrical conduit tubing and joints of base metal lined with insulating material or without:				
723 230-1	sizes 1 in. diameter or less	Value	30%	30%	Nil
723 230-9	sizes other than those falling within item 723 230-1	Value	Nil	Nil	Nil
696 033	Blades for safety razor and blanks therefor, whether or not in strips	1,000	25%	25%	Nil

2. The Customs Duties Order, 1968, was published in the Singapore Government *Gazette* SL Supplement No. 57 dated July 26, 1968. This new Order cancels and supersedes the Customs Duties Order, 1967.

The new Order incorporates some reclassifications including the following item on which there is a new duty:

Code	Description	Unit of quantity	Customs duty		
			Full	Pref.	Excise
	Fluorides, chlorides, chlorites, chlorates (except sodium chlorate), bromides and iodides:				
514 109-1	chloride of lime, calcium hypochlorite or sodium hypochlorite	Cwt.	20%	20%	Nil
514 109-9	other	Cwt.	Nil	Nil	Nil

Under Item 696 033 Blades for safety razors and blanks therefor, whether or not in strip, 'and 2 cts. each' is added to the 25 per cent customs duty, full and preferential.

The Customs Duties Order, 1968, can be seen at Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472), to whom any inquiries should be made.

Pioneer industries

THE BOARD OF TRADE have been informed by cable of the following announcements:

1. The Singapore Government propose to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
1. Leather	Gloves
2. Textiles	Gloves
3. Food	Butter
4. Metal working	Welding and cutting equipment
5. Metal working	Valves, regulators and related accessories

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, Singapore, before September 28, 1968 of his objections and of the grounds on which they are based.

2. The following industries and products have been declared Pioneer Industries and Pioneer Products by the Singapore Government under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
1. Adhesives products	Dextrins
2. Food	Corn starch
3. Textiles	Labels

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of July 26, 1968, page 292.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 24014/G.

CHILE

Permitted import list

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage of prior deposit
1	01.06	American mink for breeding purposes	10,000
34	29.04	Isopropyl alcohols	10,000
77	40.10	V-transmission belts	0
		Conveyor and flat transmission belts, except those on the Prohibited Import List	0
164	84.55	Parts for making stapling machines (*Note:* The Executive Committee of the Central Bank may, at its discretion, waive the above 10,000% in cases where the importing industry is using a large proportion of locally-made parts.)	10,000
179	85.20	Caps, with Edison thread	10,000

PANAMA

Import control: elastic

HM EMBASSY in Panama City report that the following item has been added to the list of restricted imports:

Elastic ¼ in. to ½ in. wide (for industrial and home use). Preference will be given to importers who have previously dealt in such goods. Details of items appearing in the list of restricted imports are obtainable from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 23, 1968, page 578) has been further amended:

(a) by the deletion of item 119 (rice) and the substitution therefor of the following:
'119. Rice –
(a) (i) In bulk
(ii) In packages not exceeding 5 lbs. nett', and

(b) by the addition of the following new item:
'159. Peanut butter'.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

UNITED STATES

Guides for the dog and cat food industry

THE *Board of Trade Journal* of August 2 gave notice of a proposal by the Federal Trade Commission to issue guides for the dog and cat food industry to assist manufacturers and other sellers of dog and cat foods to avoid violations of the Federal Trade Commission Act in the labelling and advertising of their products.

The Federal Trade Commission has now extended the closing date for the submission of written views on this proposal until September 30, 1968.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act: coffee

NOTICE WAS GIVEN in the *Board of Trade Journal* of April 19, 1968 of a proposal of the United States Food and Drug Administration to amend the regulations under the Fair Packaging and Labelling Act to exempt roasted whole coffee beans and roasted ground coffee, excluding instant coffee, in 1, 2 and 3 pound packages or containers from certain of the labelling requirements of the Act.

After consideration of all the comments received on this proposal, the Food and Drug Administration has concluded that the proposed exemption should not be adopted.

Since there has been no opportunity for coffee packers to make label changes during the pendency of the exemption proposal the Food and Drug Administration has further concluded that any roasted whole or ground coffee bean label changes made necessary by the regulations under the Fair Packaging and Labelling Act should be made before July 1, 1969 rather than before July 1, 1968.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act: eggs

THE *Board of Trade Journal* of April 5 gave information about a proposal of the United States Food and Drug Administration to amend the regulations under the Fair Packaging and Labelling Act with regard to fresh shell eggs packaged in cartons of 1 dozen capacity.

After consideration of all the comments received on this proposal, the Food and Drug Administration has issued an amendment to Section 1.1c of the regulations, effective October 21, 1968 to exempt eggs from certain labelling requirements of the Act.

Any person who will be adversely affected by this amendment to the regulations may file written objections with the Department of Health, Education and Welfare before September 21, 1968.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act: butter

THE *Board of Trade Journal* of April 5 gave information about a proposal of the United States Food and Drug Administration to amend the Regulations under the Fair Packaging and Labelling Act with regard to butter in 4 ounce, 8 ounce and 1 pound packages.

After consideration of all the comments received on this proposal, the Food and Drug Administration has issued an amendment to Section 1.1c of the regulations effective October 22, 1968 to exempt butter from certain of the labelling requirements of the Act.

Any person who will be adversely affected by this amendment to the regulations may file written objections with the Department of Health, Education and Welfare before September 23, 1968.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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Regional Organization of the Board of Trade

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Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
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Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol BS1 2NE (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

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UK tourist traffic (M)	23 Aug. 1968
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1968
Index nos. (M)	16 Aug. 1968

Board of Trade Departments, etc. Subject	Last published
Board of Trade Addresses	30 Aug. 1968
Board of Trade regional organizations	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	14 June 1968
Customs notices of interest to exporters	30 Aug. 1968
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD local offices	2 Aug. 1968
Half-yearly Index – Jan-June	2 Aug. 1968
Official Receivers' Offices	21 June 1968
United States Consular offices in the UK	17 June 1966

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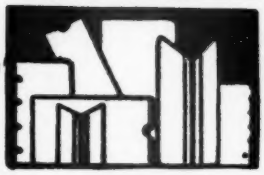

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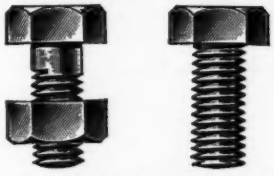

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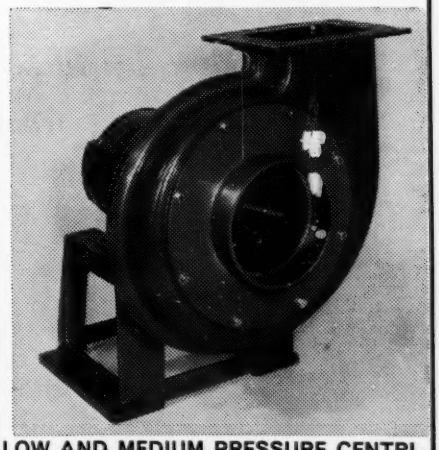

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